

# GRAIN DEALERS JOURNAL

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Vol. V. No. 2.

CHICAGO, ILL., JULY 25, 1900.

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ONE DOLLAR PER YEAR.

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To merit the patronage of regular shippers, receivers should confine their business to regular dealers.

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Shippers of Choicest  
Milling **WHITE** and **YELLOW CORN**,  
Also **MIXED** and **WHITE OATS**.  
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**MCCRAY & MORRISON,**  
SHIPPERS **CORN**, CLIPPED AND  
.....OF NATURAL OATS  
Our Special Brand of White Oats  
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Grain Warehouses at Kentland, Beaver City, Earl  
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**The Greenleaf-Baker**  
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**W. H. SMALL & Co.**  
RECEIVERS AND SHIPPERS  
**GRAIN, SEEDS AND HAY,**  
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Warehouses, Belt R.R., cor. Penna. & Bellevue Sts.

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**SPECIALTIES:**  
Choice Soft Milling Wheat and Corn  
Mill orders solicited Send track bids  
Reference: Bank of Tonkawa

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SUCCESSORS TO  
Redmond Cleary Com. Co.  
Established 1854. Incorporated 1887.  
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Rooms 23 & 24, Chamber of Commerce Bldg.  
Branch Houses: CHICAGO, MINNEAPOLIS. MILWAUKEE.

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GRAIN AND HAY SPECIALTIES:  
Car Lots only. Milling Wheat & Yellow Corn  
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Estab. 1867. Reference, Duquesne Nat'l Bank  
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Sell by sample and make prompt returns.

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Special attention given to consignments.

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# THE GRAIN DEALERS JOURNAL.

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W. H. Merritt & Co. Grain, seeds.  
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James P. Smith & Co., Grain.  
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R. S. McCague, grain, hay.  
D. C. Stewart, grain, hay.

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C. A. King & Co., grain, clover seed.  
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Paddock, Hodge Co., grain.  
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W. A. Rundell & Co., grain, seeds.  
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To merit the patronage of regular shippers, receivers and track buyers should confine their business to regular dealers.

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**We Want Your Business.**  
If you appreciate Honest Work, Good Treatment and Prompt Returns, consign your grain to us.  
**CALUMET GRAIN and ELEVATOR COMPANY, . . . CHICAGO.**  
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We handle straight Country Shipped Grain.

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BROKERS, COMMISSION MERCHANTS,  
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Especially Milling Wheat  
Good output for Corn from Atlantic Ports  
Correspondence solicited with a view to  
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Also all grades of off-grade Grain of all kinds, Screenings and low-grade Flour. Send samples and ask for bids.

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Constantly inhale a dust in handling grain, the effects of which if not counteracted, results ultimately in Hay Fever, Asthma and Catarrh.

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AWARDED DIPLOMA & GOLD MEDAL.  
GET THE BEST AND SAVE MONEY  
THOUSANDS OF SPECIALTIES

292  
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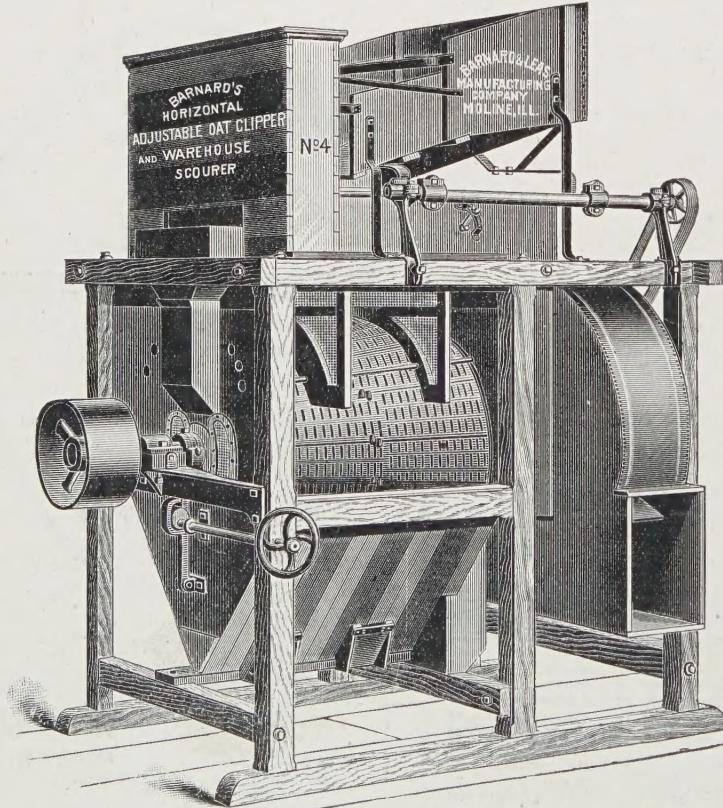


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are used in grain elevators, than all other collectors combined, because it is better adapted to elevator work. Learn why before buying.

Address, THE KNICKERBOCKER CO., Jackson, Mich.

It Increases the Weight and Raises the Grade.



**BARNARD'S HORIZONTAL  
ADJUSTABLE OAT CLIPPER and  
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Especially adapted for scouring wheat and barley.

Brightens the berry, increases the weight per bushel and raises the grade.

Can be easily and perfectly adjusted while running.

Can be driven from either end. Is light running and durable.

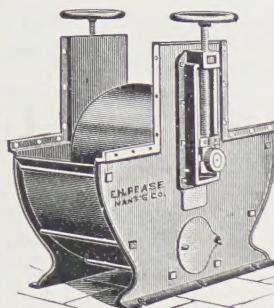
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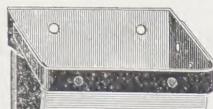
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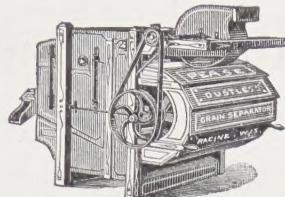
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EITHER WOOD, STEEL or CAST IRON.

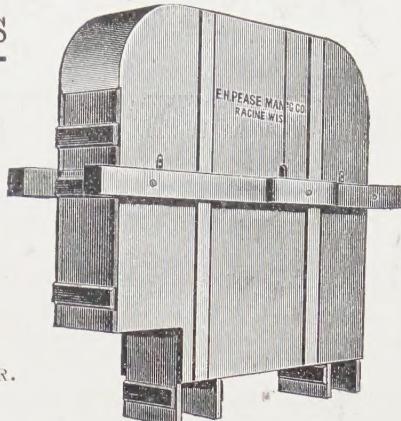
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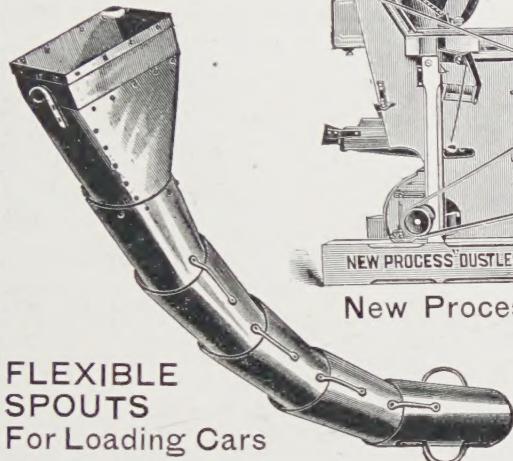
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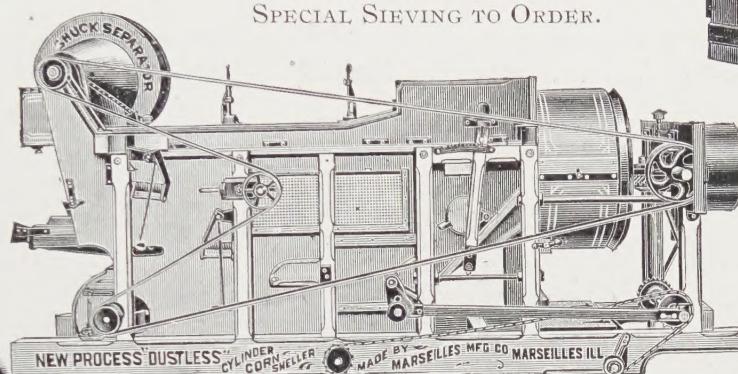
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FLEXIBLE SPOUTS For Loading Cars



New Process Corn Shellers and Cleaners.

FURNISHED EITHER AS

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Also with or without HUSK SEPARATING ATTACHMENT.



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## EVERYTHING in the line of Motive Power and Power Transmitting Appliances,

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## THE ADJUSTABLE ELEVATOR DUMP

We claim superiority over all other dumps in giving all wagons enough pitch so that grain will leave the bed freely and in letting them down in the dump easy. They occupy less space and can be placed on all sill dumps now in use without changing trip or pins the sills are hung with.

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GENTLEMEN:—I have had one of your wagon dumps in my elevator for about 30 days; I have four dumps in elevator. Put your patent on the hardest working dump that we had, and must say that it works to perfection. It is easy on the wagon as it goes down and is easy to pull out. Before putting in patent dump the farmers would always say don't put me on that hard dump. Now they say let me dump on the patent dump. It is a great favorite with the man that does the dumping. Would highly recommend it to all elevator men. It gives wagons more pitch so that grain runs out easier, and is a first-class dump in all respects.

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To responsible firms we will send them on trial, with freight prepaid. Write us for descriptive circular and price list.

LOW WHEEL WAGON.

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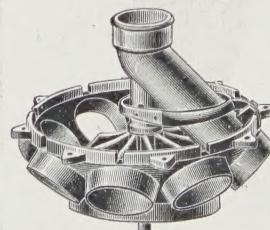
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Paris, Ills.

"And those who husbanded the golden grain,  
And those who flung it to the winds like rain."

## Hall Grain Distributor

## AND OVERFLOW SIGNAL.

*Absolutely Prevents...*

Mixing grain during process of distribution between turn spout and bins.

Automatically Notifies Operator when Bin is full.

Patented April 17, 1900.

Especially adapted to handling Flax.

Send for booklet to **Hall Distributor Co.,**  
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THERE ARE MORE  
**PAINE-ELLIS**  
**GRAIN DRIERS...**

in operation on this continent than all others combined.

**WHY?** Because they are the only Machines that will handle with equal facility grain containing 50 per cent. moisture to that simply damp and musty.

These Machines will operate successfully and rapidly at a temperature as low as 110 degrees. Practical millers and elevator men will appreciate this.

IT IS ONE THING TO KILN DRY  
 AND ANOTHER TO PUT EVERY KERNEL  
 OF GRAIN INTO ITS NORMAL CONDITION  
 BY NATURE'S OWN METHOD.  
 WE CAN DO IT.

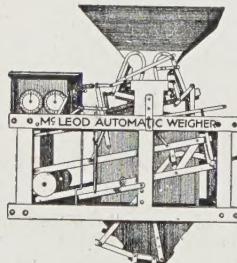
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**HERE IS WHAT  
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The Only Automatic Grain Weigher  
 on the Market that Weighs

**ALL THE TIME**  
 with Perfect Accuracy.

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 Little higher in price, infinitely higher in quality  
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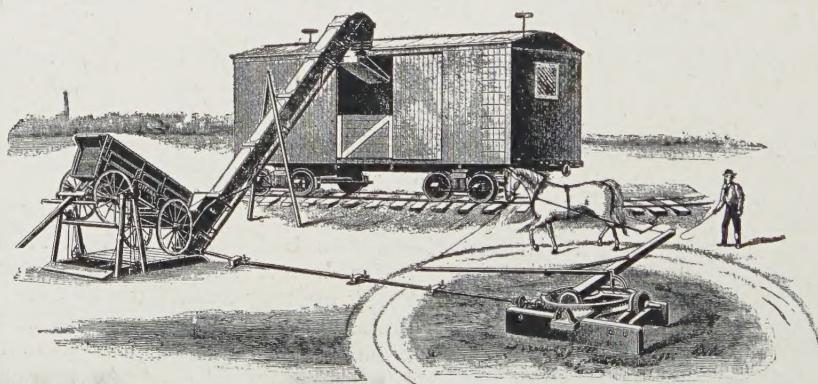
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It is 9 1/2 x 12 inches, contains 400 pages of heavy  
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 gross, tare and net weights and to figure how much  
 it comes to at the ruling market price.

**Price \$1.50.**

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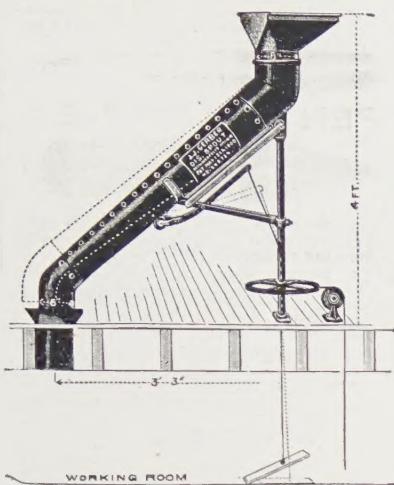
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**Wagon Dump and Elevator**



Grain of all kinds can be elevated to cars, cribs, or any part of barns. All of this can readily be done by any one who can handle a team. At stations where regular elevators are installed this machine can often be very profitably employed in busy seasons as a supplement to the regular elevator. Write for catalog and prices.

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Made of heavy sheet steel with Hopper and Elbows of cast iron. The elbow at discharge end sets into floor or funnels leading to bins making it impossible for the spout to get out of position and mixing grain.

By pressing the foot lever to the floor the end of spout is lifted out of floor funnels and can then be swung to any other bin desired and locked in place. The position of foot lever when released will show whether spout is properly seated in floor funnel or not. Can be used with or without floor funnels. Users say it's the best spout in the market. Try one and be convinced.

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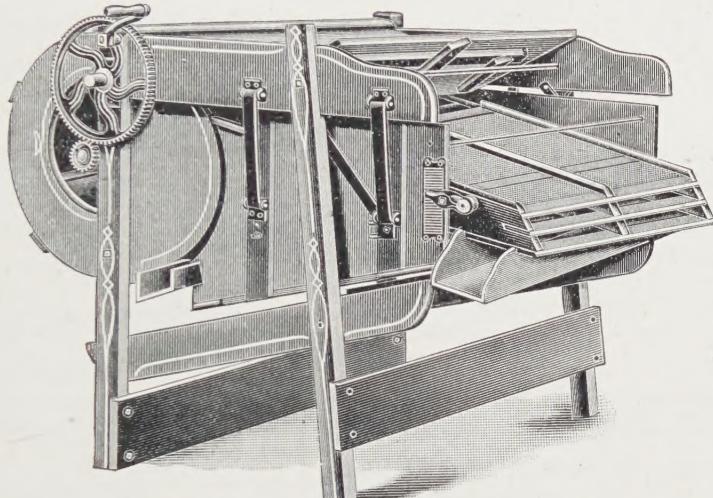
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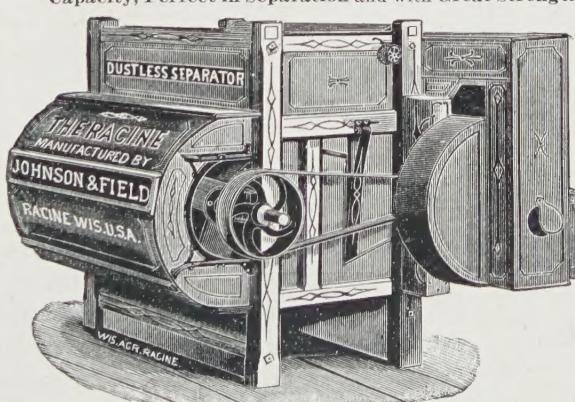
is invaluable to the country grain man in keeping record of his sales and shipments and returns from the shipments made. Its use will save much time and book work. The pages are  $10\frac{1}{2} \times 16\frac{1}{4}$  inches, used double. The left hand pages are ruled for information regarding **SALES** and **SHIPMENTS**; the right hand pages for **RETURNS**. Under **SALES** the column headings are Date, Amount Sold, Price, Grain, Terms. Under **SHIPMENTS** are Date, Car Number and Initial, Our Weights, In Bushels, Grade, Route, Rate. Under **RETURNS** are Destination, Grade, Difference, Bushels, Over, Short, Gross Proceeds, Freight, Over, Short, Commissions, Other Charges, Total Charges, Net Proceeds, Drafts, Remarks. Each book has room for records of about 1400 car loads. It is bound with substantial leather covers and printed on linen ledger paper.

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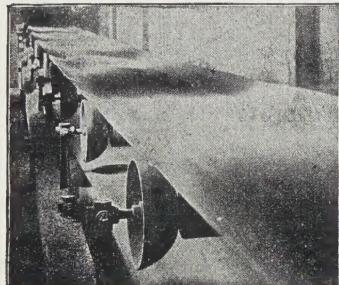
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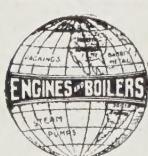
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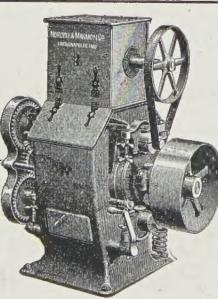
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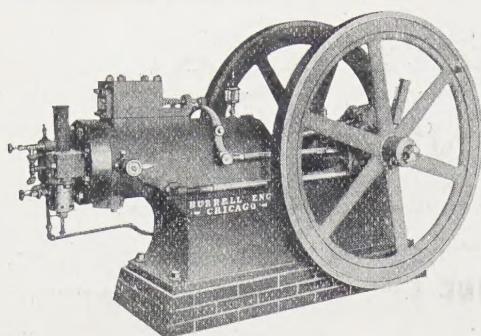
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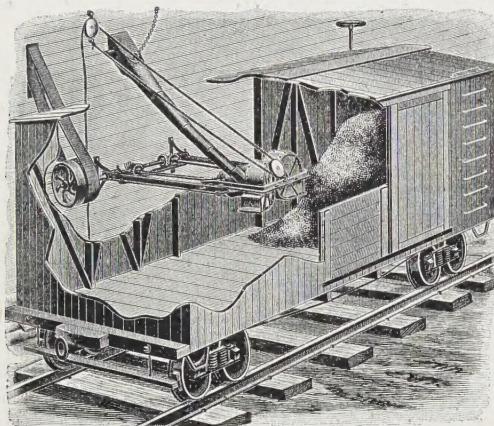
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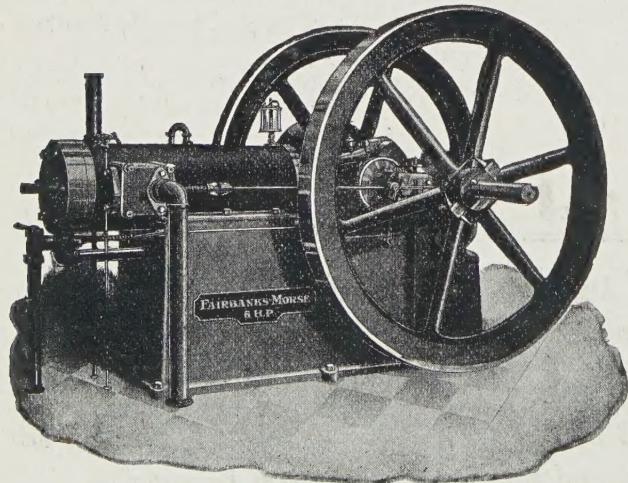
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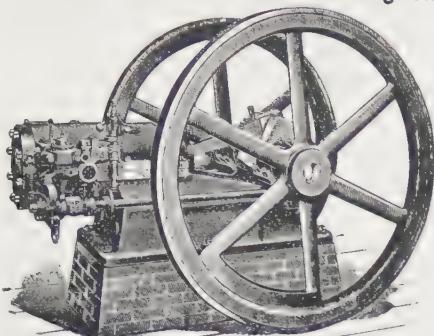
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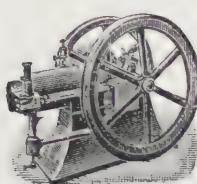
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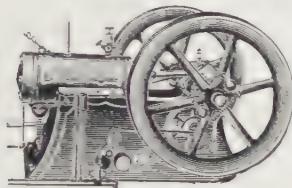
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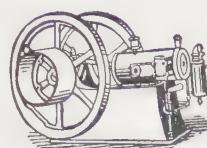
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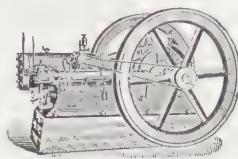
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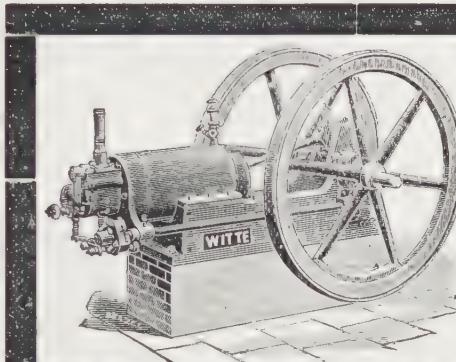
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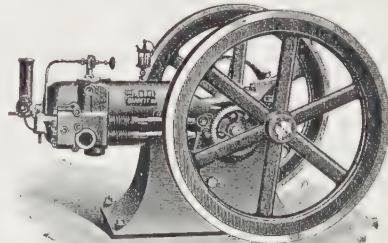
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ELEVATORS for sale, 15,000 capacity, horse power, located corn and oats district Central Illinois. 25,000 capacity, steam power. Cedarburg, Wis. 20,000 capacity, steam power, Oconomowoc, Wis. Also elevator on C. M. & St. P. R. R., Bonilla, So. Dakota. Berger-Crittenden Co., 49 Chamber of Commerce, Milwaukee, Wis.

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WANTED, to buy, build or lease, good grain elevator in good grain territory. Must do good business and stand investigation. B. B., box 2, care Grain Dealers' Journal, 10 Pacific av., Chicago.

WANTED, to lease with privilege of buying, a grain elevator in good corn and oats country, Kansas, Iowa and Nebraska. Give particulars first letter. Address M. I., box 2, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

ELEVATOR at good grain point wanted. Will trade 4½ lots at Grand Island, Neb., value \$1,300; and two lots at Canon City, Colo., value \$300, balance cash. Address Bargain, Box 12, care Grain Dealers Journal, 10 Pacific Av., Chicago.

## MACHINES WANTED.

CORNWALL Corn Cleaner wanted, No. 1 or 2. W. W. Cameron, Chester, Neb.

CORNWALL Corn Cleaner wanted, No. 2 or 3. Must be practically good as new. Might use other make of large cleaner. Hartley Grain Co., Hartley, Ia.

BELTING wanted; 125 ft. of 16 to 18 in., 3, 4 or 5-ply rubber, in good condition. Iowa, Box 2, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

## ENGINES FOR SALE.

VERTICAL engine of 10 h. p. for sale. Lake St. Mfg. Co., 156 Lake, Chicago.

25-h. p. Hixon tandem engine for sale, used one season. Address Minnesota Elevator Co., Winona, Minn.

GAS engine for sale; 40-h. p. Otto, in good condition. Frank Diesel Can Co., Stewart av. cor. 40th st., Chicago.

FOR SALE CHEAP; a large number of boilers, engines, steam pumps and iron pulleys, by Philip Smith, Sidney, O.

NEW and second hand gasoline engines, all sizes in stock ready for prompt delivery. Milwaukee Machinery Co., Milwaukee, Wis.

BOILER AND ENGINE for sale; 25-h. p. horizontal tubular boiler in good condition; 15-h. p. slide valve engine; price, \$150. C. L. Kinney, Hubbard, Ia.

NEW AND SECONDHAND machines. Engines from 1 to 50 h. p.; boilers 3 to 60. Passenger and freight elevators. Rafiner Elevator Works, Kansas City, Mo.

STEAM engine and boiler, 15 h. p., made by Frost Mfg. Co., Galesburg, Ill. Good as new. Also 15 h. p. Van Dusen gasoline engine for sale cheap. Address John Bartle, Mitchell, Iowa.

GASOLINE engines for sale. One second hand horizontal 5-h. p., all complete in good running order, not been used over 18 mos., \$175. One latest improved 12-h. p. Fairbanks-Morse, new, never been out of the box, \$475. Allen P. Ely & Co., 1110 Douglas St., Omaha, Neb.

## SECOND HAND GAS AND GASOLINE ENGINES.

1 35-h. p. New Era, in first class condition.

1 9-h. p. White & Middleton, as good as new.

1 6-h. p. Otto rebuilt, with latest improvements.

1 2½-h. p. Fairbanks-Morse.

1 7-h. p. Regan.

We also carry the largest stock of new gas and gasoline engines in the West. Write for catalog and discounts.

C. P. & J. Lauson, 151 W. Water St., Milwaukee, Wis.

## ENGINES WANTED.

GASOLINE ENGINES wanted, or will exchange. All makes and sizes. McDonald, 49 W. Lake St., Chicago.

ENGINES and Boilers wanted to buy, or will exchange new or second hand. L. D. Pollard, 57 So. Canal St., Chicago.

## GRAIN FOR SALE AND WANTED.

DAMAGED grain wanted. W. B. Gallagher, 72 Pearl St., Buffalo, N. Y.

SEED OATS wanted from western dealer. F. B. Mills, Rose Hill, N. Y.

SEED WHEAT suitable for this section wanted, from responsible party. Address Sparks Bros., Frankton, Ind.

RYE STRAW. Want to buy 200 tons, bright, sound, threshed or tangled, reasonably free of chaff, either in half or whole bales, weighing 100 to 300 pounds. Can handle either by rail or river shipment. Interested parties address Southern, Box 2, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

## MACHINES FOR SALE.

SECOND-HAND—1 45-h. p. boiler with fixtures, including heater; 1 No. 4 Western Sheller combined; 1 No. 2 Miami Valley Sheller combined. Write Rhinehart Smith, Sidney, O.

SEPARATOR for sale, Barnard & Leas Warehouse, No. 3; almost new, used little over a year; capacity 150 to 175 per hour. Price, \$38 f. o. b. our station. Eymann & Franz, Moundridge, Kan.

HOWES No. 5 oat clipper and Howes dustless separator, both for \$250 fob. Chicago; capacity, 500 bu. per hour. Guaranteed to be in first-class condition. Z., Box 2, care Grain Dealers Journal, 10 Pacific Av., Chicago, Ill.

FEED ROLLS, SCALES.—3 three-high feed rolls; 3 600-bu. and 3 60-bu. Fairbanks hopper scales at a bargain; receiving and milling separator at your own price. S. G. Neidhart, 110 Fifth Av. S., Minneapolis, Minn.

ROLLER FEED MILLS. GASOLINE AND STEAM ENGINES, new and second hand, of best makes at prices that are right. All styles and sizes. Boilers, shafting, pulleys, belting and flour mill and elevator machinery and furnishings at cut price. We corrugate rolls on best machines at large discount. Write us your wants. Jackson Manfg. Co., Minneapolis, Minn.

## SCALES FOR SALE.

FAIRBANKS track scale for sale, 60-ton, 34-ft., good as new; price, \$250. A. K. Knapp, Minooka, Ill.

TWO 2d hd Fairbanks 100-bu. hopper scales, also several R. R. track scales, 38 to 64 ft., Fairbanks make, for sale. U. S. Scale Works, Terre Haute, Ind.

## FOR SALE-MISCELLANEOUS.

ELEVATOR STANDS, two second-hand, 40 ft., for sale cheap, 1 with 3 x 4 in. cups, 1 with 4 x 6 in. cups; complete with heads, boots, trunking, etc. Address P. O. Box 48, Cedarville, O.

## HELP WANTED.

MAN wanted, to assist in elevator, not afraid of work; must understand machinery, be a carpenter and speak German. Address J. M. Neer, Marion, O.

GRAIN  
DEALERS JOURNAL

10 PACIFIC AVE., CHICAGO, ILL.

190

Gentlemen:—Enclosed find One (\$1.00) dollar for which please send the Grain Dealers Journal on the 10th and 25th of each month for one year to  
Name \_\_\_\_\_

Post Office \_\_\_\_\_

State \_\_\_\_\_

## MILLS FOR SALE.

ROLLER corn mill, cotton gin and store for sale. Machinery good as new; corn and cob mill. Am too old to handle. E. A. Robinson, Kiowa, Ind. Ter.

70-BBL roller mill for sale; steam, power, good order, well located in county seat 2,500 population (only mill). Splendid local and shipping trade. Bargain, \$6,000; one-third cash, balance 1 to 4 years at 8 per cent. Buy it, act quick and add electric light plant. Address E. P. C., box 2, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

## SITUATION WANTED.

SITUATION wanted as manager in country elevator; now manager of a grain company. Best of references. Address Box 88, Pauline, Neb.

POSITION wanted as foreman and officeman of elevator; 17 years' experience in grain. All references. Address L. H. Blankenbaker, Brook, Ind.

## WANTED.

WANTED: Your order for a Constant Grain Feeder for your new oats house or addition. B. S. Constant Co., Bloomington, Ill.

RESPONSIBLE Maine dealer wishes to form connection with first-class Chicago shipper. M., Box 11, care Grain Dealers Journal, 10 Pacific Ave., Chicago.

## ELEVATOR SITES.

TEN ELEVATORS wanted on the Findlay, Ft. Wayne & Western Ry. Good locations. Communicate with Frank Finney, G. F. A., Findlay, Ohio.

**FINE LOCATIONS**  
FOR  
ELEVATORS, FACTORIES,  
AND OTHER INDUSTRIES ON  
The Belt Railway of Chicago.  
COMPETITIVE RATES.  
AMPLE CAR SUPPLY.  
ADDRESS B. THOMAS, PRES. & GEN. MGR.  
DEARBORN STATION, CHICAGO.

**LUMBER** We sell to everyone at the same price, strictly wholesale rates. We will sell to anyone.

**JOHN SPRY LUMBER CO.,**

ASHLAND AVE. AND 22ND ST., CHICAGO, ILL.

**CHAMPION CORN SHELLERS**

last longer, and the expense for repairs is less than any other shellers. Many grain dealers are now using Champion Shellers put in 25 years ago. Write for descriptive circular.

**R. H. MCGRATH,**  
Established 1851.  
Lafayette, Ind.

**Keep Dust Out of Your Lungs**

USE THE  
**Hurd Respirator**



Morley Respirator Company, Saginaw, Mich.

**Conveyor and Elevator  
BELTS**



WE HAVE TAKEN SOME OF THE  
LARGEST CONTRACTS IN  
THE COUNTRY.

WRITE FOR PRICES . . .

**GUTTA PERCHA & RUBBER MFG. CO.** 96 & 98 Lake St., Chicago.

**Reliable  
Insurance...**

on Modern elevators and Contents can be secured at about one-half the rates charged by stock companies by addressing

**MILLER'S NATIONAL INS. CO.**

205 La Salle St., CHICAGO, ILL  
CHARTERED, 1866 ASSETS, \$2,721,893  
NET CASH SURPLUS, \$469,882.27  
W. L. Barnum, Secy

**The GRAIN SHIPPERS'  
Mutual Fire Insurance Association**

Insures only desirable risks in Iowa, and has saved its policy holders in the past exactly 50 per cent of Board rates. For particulars, address

F. D. BABCOCK, SECRETARY,  
IDA GROVE, IOWA.

**MICHIGAN MILLERS  
MUTUAL FIRE INS. CO.  
OF LANSING, MICH.**

20 YEARS Successful Business.  
Net Cash Surplus, \$220,000.00.

50% Dividends Paid 1899 1900

Insures Grain and Elevators.

**Every Cent That You Put Into a Monitor Scourer  
Yields a Money Return.**

It means money in your produce—you can always depend on perfect work, saving thereby broken grain and waste of good stock—money saved.

It means less money for repairs, because the Monitor Machines are the best that a conscientious attention to reputation can produce.

It means a long, faithful and thorough service.

You can't get a better machine, and it's odds against you that you won't get as good, anywhere.

We want an opportunity to talk to you—to show you where its good points are—what it has done—what it is doing. We want to send you some literature that will give you an opportunity to judge for yourself, and if you will write us we'll be glad to send our literature to you, or maybe send a man who knows his business, to tell you all about it.

**HUNTLEY MANUFACTURING COMPANY,  
Silver Creek, N. Y.**

# GRAIN DEALERS JOURNAL

Published on the  
10TH AND 25TH OF EACH MONTH  
BY THE

## GRAIN DEALERS COMPANY,

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CHARLES S. CLARK, . . . . . Editor.  
J. CARVER STRONG, Advertising Representative.  
NORMAN H. CAMP, Attorney for the Company.

### SUBSCRIPTIONS:

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Letters on subjects of interest to those engaged in the grain trade, and news items are always welcome.

CHICAGO, ILL., JULY 25, 1900.

Get in line for a fair profit on the new crop. Live and let live.

Much barley in shock during the recent heavy rains has been badly stained.

Feedmills promise to be unusually profitable in Indiana and Ohio this winter.

If you store grain, have it distinctly understood that it is at owner's risk of fire and the elements.

Several districts persisted in crying for rain and now they are kicking because they have too much.

Keep your bids and your Grain Dealers Journal for your own use. Don't lay them around for everybody to inspect.

Much of the wheat wet in the shock thruout the southwest will be saved by the use of the modern grain drier.

Invest in friendship; command the respect and confidence of your competitors. It will bring you large returns.

The Grain Dealers National Association has added another Division and the affiliated membership continues to grow.

The repeated advance in stock company insurance rates serves to emphasize the advantages of building fire proof elevators.

It is hardly fair to charge demurrage to the shipper, especially when he ships hay to be sold without any restrictions as to price.

The nearer the railroads and the grain dealers associations come together, the pleasanter and more profitable will be their business relations.

Two regular dealers have been found, who are so very narrow they decline to join their local association for fear their competitors will get more out of the or-

ganization than they can. It is evident that the fool-killer has not been their way for several years.

Scoop shovel grain shippers of Iowa are encountering mysterious influences. The sign on the wall reads, "Buy an Elevator or Stop Shipping."

Heavy wire screens over windows will keep sparrows, pigeons and sparks out of the elevator as well as protect the windows from stones thrown by boys.

Car load lots are larger in Toledo than formerly by 200 bushels. The new rule provides that 700 bushels shall constitute a carload where the amount is not specified.

It will not require much cleaning to make white oats grade No. 2 in Chicago, now that the grading is not rigid. Shippers will find a cleaner more profitable than ever.

The Pacific coast method of handling sacked grain could be greatly improved upon by the makers of conveying machinery and the cost of handling greatly reduced.

The average grain dealer is made dizzy by trying to keep track of the different crop guessers. It is also reasonable to suppose that many of the so-called experts are very light headed.

Rye reduces the grade of wheat as well as the standing of topers. Avoid losses on such mixtures by insisting upon having your rye and wheat both straight. Dock mixtures heavily if taken at any price.

If you want your local association to succeed, if you want relief from the many troubles which have encumbered your business emphasize your want by attending all meetings and inducing your brother dealers to do likewise.

Uniform rates of storage are being adopted by Iowa elevator men. It is evident they are disposed to try to get a living out of their property. The elevator man who thinks he can afford to give storage free, generally has much to learn.

When the grain storage business at country points is placed on a business basis, as in the grain centers, elevator men will find profit in storing. Storing for accommodation may seem all right at the start, but it will soon become an intolerable incubus.

Cleanliness about an elevator is necessary to reduce the fire hazard to a minimum. The grounds about the elevator should be kept clean as well as the inside of the elevators. Three recent fires were due direct to the elevator man's carelessness in permitting cobs, husks and other refuse to accumulate about the elevator. In two cases sparks fell in piles of cobs and the third was due to a cigar stump

being thrown among old papers under the steps leading to the entrance. An ounce of care is worth ten tons of fire extinguisher.

It is to be regretted that any man who has money invested in the grain business is not far-sighted enough to refuse to lend bags to farmers with the expectation of getting their grain. When he does so in the face of a written agreement to the contrary, he proves himself to be lacking in honesty as well as business sagacity.

If dirt and dust on a wharf will burn so rapidly that many lives are lost in vain efforts to escape, how very necessary is it to keep a grain elevator clean. If the elevator owner does not regard the property valuable enough to equip with an up-to-date dust collecting equipment, he should consider the danger to himself and employees.

Some elevator men seem to delight in having children risk their lives by running about the machinery and the open bins. They have no fears of censure from the coroner's jury, nor indictment by the grand jury, but it does make them mad when those kids open a full bin or throw a coupling pin into the corn sheller. Keep them out of the elevator.

Don't hedge against the farmer's verbal contract to deliver grain unless you are anxious to lose money on the deal. If the market goes up farmers will not deliver all, if any of the grain contracted. The respect of the average farmer for verbal contracts is not great. A written contract is acceptable as evidence in any court, hence commands the respect of all responsible farmers.

The committee appointed by the Chicago Board of Trade to examine the public elevators has after a careful inspection of each house and its contents, reported that all contain the grain called for by outstanding warehouse receipts. The unfortunate affair in which the defunct Chicago Elevator company played so prominent a part is likely to stop all laxity in the grain registrar's office.

Bucket shop sharks recently made a \$6,000 haul of green farmers at Toledo, O., recently. No doubt the farmers were too strongly set against "gambling" to step into the Produce Exchange to buy their wheat. Had they placed their order with an exchange member they would have received fair treatment and all of their winnings. It is always best to confine dealings to exchange members.

The members of the Iowa Association are not slow to follow the example of the older organizations in taking a firm stand against those who knowingly handle the business of scoop shovel shippers. The receiver who thinks he can afford to handle the shipments of irregular shippers is

blind to the interests of his own business. Most of them are only too glad to assist the associations in weeding out the irresponsibles.

## GRAIN CARRIERS.

Chicago is enjoying a heavy grain trade by lake, the obstructions to navigation considered.

The Rockefeller tactics in the lake grain carrying trade are to name their price and then wait until shippers come to terms.

The Burlington is building a line between Bridgeport, Neb., and Brush, Colo., to connect the Denver with the Montana line.

The Toledo & East St. Louis Railway Co. has been incorporated with \$1,500,000 capital stock, to build from Vermillion County to East St. Louis, Ill.

The Arkansas Western will have 20 miles of road ready for the rails by Aug. 1. Between Howe, I. T., and Waldron, Ark., 36 miles are to be built.

The Minnesota & International Railway Co. has been incorporated by officials of the Northern Pacific to build from Bemidji, Minn., to the Canada line.

The new lines of the Chicago & Northwestern Railroad between Mankato and New Ulm, Minn., and Tyler, Minn., and Astoria, S. D., were opened July 22.

The largest cargo ever carried on the lakes was taken July 19 at Manitowoc, Wis., by the steamer Douglas Houghton. It consisted of 368,300 bushels of oats.

The Union Pacific has lines in construction in Wyoming as follows: From Buford to Laramie, 29.63 miles; from Green River to Bryan, 10.64 miles; from Rawlins to Tipton, 42.83 miles; from Leroy to Bear River, 21.61 miles.

Harry Landa, prominent in the grain and milling business at New Braunfels, Tex., will build 8 miles of railway to connect his town with Marion on the Galveston, Harrisburg & San Antonio Railway, thus obtaining shipping facilities over two routes.

The western railroads are slowly but surely gathering in the loose ends and stopping abuses in the grain traffic that have prevailed for many years past. The various roads are co-operating in a manner never before known. It is becoming increasingly difficult for the millionaire shipper to get a cut rate to move a big line of grain.

Milwaukee grain men object to the new rules of the western roads requiring full local rates to be paid on export grain held at local elevators, with rebate on final shipment. It is alleged that there is nothing to prevent the grain from being diverted on reaching Buffalo or other eastern points, thereby giving the eastern markets a privilege denied to Milwaukee and Chicago. The new rule is causing a great deal of additional work and annoyance. Among the loudest objectors are those who have been defrauding the roads by the false billing, and injuring the small shippers by this unfair competition. While most dealers approve the roads' endeavor to stop the fraud, they believe some plan should have been devised that would not compel them to tie up their capital by paying freight charges in advance or unwinding red tape in getting a rebate.

Grain rates from southwestern Missouri River points have been materially advanced to points east, north and south.

The new tariff will be as follows: To East St. Louis, corn, 7 cents per 100 pounds; wheat, 9 cents; to Peoria, corn, 9 1-2 cents; wheat 11 1-2 cents; to Chicago, corn, 12 cents; wheat, 14 cents; to Memphis, corn, 10 cents; wheat, 12 cents; to Galveston, corn, 16 1-2 cents; wheat, 18 1-2 cents, and to Minneapolis, corn, 12 cents and wheat 14 cents.

### DISTRIBUTION OF CARS; RATES OF FREIGHT.

A Paper by E. R. Woodrow, Columbus, Read at Annual Meeting Ohio Association.

This is an old and well worn subject, but still interesting to all shippers and railroad men, because both are financially affected thereby. We presume the prime object of railroad construction is profit for the projectors and stockholders. Once in operation they become common carriers and must be operated in subjection to certain restrictions, and in conformity with certain laws imposed by Congress and the States thru which they pass.

One of the results of railway construction is the development of the country permeated by opening new markets and making available the natural products of the region penetrated.

The new outlets thus afforded stimulate agriculture, encourage manufacture, brings producer and consumer in more direct and frequent contact, and tends to establish regular and systematic channels of trade between widely separated sections. Maintaining steadily these new trade relations with the least interruption possible, becomes, therefore, a matter of serious import.

Periodical interruption of commercial relations obstructs trade and causes it to drift into more regular channels, inflicts loss upon those who have invested their money along railway lines and otherwise been engaged for years in building up this trade, and is of no ultimate benefit to the railway interests.

The shifting of the car supply from one state to another to meet the temporary exigencies of one section at the expense of another, can only result in passing benefit to the railways, while causing permanent loss to the region deprived of its legitimate share of cars and ultimate loss of freight from these localities, for if grain is not handled when ready for market, much of it is lost for subsequent shipment.

Diverting empty cars from points in this and other middle states to great trade centers, is depriving shippers of their legitimate share of cars, and is often the result of rate wars and unlawful competition. The fight for tonnage becomes frequently so warm that grain is often handled from Chicago for less money than could have been obtained at regular rates from the points these cars were diverted from; but the desire of the managers to show temporary increase of tonnage may be thus accomplished at the expense, however, of their regular patrons in the territory thus depleted of cars, whose interests should be protected, rather than injured.

The mutual interests of shippers and railroads are frequently sacrificed in this expensive and illegitimate manner. We say illegitimate because section 3 of the Interstate Commerce Law reads: "That it shall be unlawful for any common carrier subject to the provisions of this act, to make or give any undue or unreasonable preference, or advantage to any particular person, company, firm, corporation or locality, or any particular description of traffic, in any respect whatsoever, or to subject any particular person, company, firm, corporation or locality, or any particular traffic, to any undue or unreasonable prejudice or disadvantage in any respect whatsoever."

Removing cars from any section of the country badly in need of them to some distant locality is favoring the latter with an "undue or unreasonable preference," or giving an "undue advantage" to some particular traffic, and is subjecting the locality from which they were removed to "unreasonable prejudice or disadvantage," and although the favored region may be equally in need of cars, is a violation of the above law.

Even should the law be ignored, it is not incumbent upon the railways to protect to their utmost the interests of those along their lines and prohibit the diversion of their cars to distant regions which may offer temporary advantages, except where it can be done without sacrificing the interests in one section in favor of casual freight in some remote locality.

We believe that if our local railway men who are familiar with the necessities of traffic in their territory had a voice in this matter this "unreasonable preference" would be abandoned, but so long as high officials control these matters, the shippers and railway interests as well must suffer until a more stringent and effective law be imposed. Nothing can more conduce to the maintenance of a regular and permanent business for the railways than a constant supply of the means necessary to maintain this business steadily. If apparent temporary advantages and stock

schemes were ignored, and the distribution of cars fairly and legally equalized, much good would result to all concerned.

No one expects to avoid legitimate car famines, but many artificial ones could be prevented, stripping one section of cars which have been received in the regular course of business, in favor of some distant section or traffic should be stopped; a rigid enforcement of the present law would prevent it.

The stability and just equalization of rates is also a necessary adjunct to regular and systematic traffic. Large accumulations of grain at certain points tends greatly to instability of rates; competition for carrying this grain between the railway and water routes results frequently in illicit discrimination and secret rebates, which, while they continue, destroy the business of the great body of shippers at intermediate points and checks the channels of regular and legitimate trade. The frequent changing of rates does much to demoralize and hinder timely trade. Even a decline in rates is often injurious, because when followed by an advance, certain sections will continue for weeks to ship at the old rate, on the pretense or reality that the cars were in transit prior to the advance, thus enabling them to make prices absolutely prohibitory to all business from intermediate points.

The only remedy for this would appear to be the establishment by law of two rates a year, a winter and summer rate, with fixed periods when each should begin and terminate, thus removing many of the evils now endured from this source. The public in general have an interest in the making of rates which the law recognizes, and has attempted to regulate, but so far with only partial success.

The body created by Congress for the purpose of controlling rates and other kindred evils, say they have not the necessary power to accomplish the desired result under the present law, and have proposed changes, which, experience with the present one has suggested. It is doubtless a difficult and complicated subject to properly dispose of, and probably no measure exactly adapted to this subject can at once be originated, but some method and some tribunal can certainly be devised which will greatly ameliorate and ultimately cure this public evil. It is not the intention to injure railway interests in any way, but rather to assist them and be assisted by them in the enactment of a measure which shall prove beneficial to all. Their managers recognize the difficulties to be overcome and confess their inability to regulate and control all the conflicting interest involved, and would doubtless generally welcome a fair solution of these difficult problems.

The agitation of this subject should be continued steadily, in every legitimate manner by all interested individuals and organizations. Were all boards of trade, grain organizations and commercial bodies of the country acting in concert upon these questions, urging their members of Congress to activity and petitioning Congress for just and wise legislation on the subject, the enactment of an efficient law might soon be hoped for. That it will eventually come, we doubt not, but the object should be to hasten it. A beginning has been made in the present law, some good under it has been accomplished, many defects have been found, as were to be expected. Experience in its application has suggested certain changes and doubtless those which are now proposed will be only a step farther towards the desired result, but constant progress will ultimately evolve an instrument and a tribunal which will cure the malady.

### PERSONAL CHECKS AND CREDITS.

The moment the eye of the credit man detects the presence of a customer's personal check drawn on a local bank the standing of that customer suffers. The chief of the credit desk realizes that this man has sent an unbankable remittance thru carelessness, thru ignorance of metropolitan business methods and requirements, or to save the exchange fee sometimes charged by local bankers. No matter what the motive for sending a personal check in place of a draft upon the city bank, the result is not helpful to the reputation of the sender, so far as his relationship to the wholesale house is concerned.—H. N. Higinbotham, in the Saturday Evening Post.

Robert Baxter and John S. Smith, of Australia, have been touring the United States to investigate modern methods of grain storage and transportation, and will erect a system of elevators in that far-off land.

## LETTERS FROM THE TRADE

## GRAIN TRADE FIGHTS.

Grain Dealers' Journal: I know of a dealer who was once a receiver. He would have the last bushel that he thought belonged to him, or fight. His fights are numerous and profits small; but he succeeded in getting away with his competitors. But getting away with competitors and with competition are two different things. A strong company took the place of the weak, vanquished competitor. They informed my fighting friend that their business was making money, not fighting, and that if he would pull with them they could all make money.

Since that day there has been no fighting at that station, and my friend has made a good pile of money and rejoices that he has quit the ring. Nations never prosper financially when at war with each other; neither can grain men.

With the hundreds of new grain dealers that I see, I realize that we are in a new atmosphere, and a new spirit pervades this trade. AN OLD-TIMER.

I have noticed articles in the Journal which tell of some of the troubles that Iowa dealers are having from landlord's liens. You will notice this contract contains a clause which states that the grain is free from landlord's liens, judgments and other incumbrances. Iowa dealers should insist on this clause being in their contracts. I think if dealers who are buying grain without contracts would stop it and insist on having one for all grain contracted for that it would obviate much unpleasantness with their customers, prevent losses, due to farmers breaking verbal contracts and be the means of making friends in the long run. Do business on business principles.—A Traveler.

## THE OATS CROP SHORT.

Grain Dealers Journal: After a careful review of the yield of oats per acre in each state for ten years, as reported by the Agricultural Department, in order to form a fair normal base for each state for calculations, the present crop of the United States is estimated by July conditions to be 742 million bushels. The production in 1899 was 796 millions. The area

Wisconsin, Minnesota and the Dakotas are promised 88 million bushels, against 153 millions in 1899. Illinois, Wisconsin, Minnesota, Iowa and Nebraska, states from which the Chicago market receives its largest supplies, may have 385 million bushels, against 426 millions last year. But as the crop in the Northwest is seriously short large quantities will be shipped from these states to the Northwest for domestic use, which will materially lessen our commercial supply. And unless conditions improve, New York and Pennsylvania will harvest about 11 million bushels less than last year and the deficiency will have to be made up from supplies in the West, as neither state has an exportable surplus, which will increase the commercial demand.—E. W. Burdick, Chicago, July 24.

## ASKED AND ANSWERED

## ESTIMATED RECEIPTS AT CHICAGO.

Grain Dealers Journal:—In reply to query in last number of the Grain Deal-

I have this day sold to the The Cleveland Grain Co.

..... bushels good, sound, merchantable..... cents per bushel, to be delivered at such place as they may designate in ..... on or before the ..... day of ..... 190.....

The number pounds to be delivered for a bushel to be governed according to the dryness of the corn at the time of delivery, according to The Cleveland Grain Co.'s judgment.

Received..... Dollars on this contract, the receipt whereof is hereby acknowledged.

 Said Com is Free from Landlord's Liens,  
Judgments and Other Incumbrances.

I have this day bought from .....

..... bushels good, sound, merchantable..... cents per bushel, to be delivered at such place as The Cleveland Grain Co. may designate in ..... on or before the ..... day of ..... 190.....

The number pounds to be delivered for a bushel to be governed according to the dryness of the corn at the time of delivery, according to The Cleveland Grain Co.'s judgment.

I have advanced ..... Dollars on this contract, the receipt whereof is hereby acknowledged.

..... Agent.

## AN INDIANA CONTRACT.

Grain Dealers Journal:—I have noticed that you have published different forms of contracts that are used by dealers in different states. I read with much interest the article in the last issue of the Journal regarding putting contracts in writing. While in the Hoosier state recently I ran across the enclosed contract which is used by the Cleveland Grain Co., and which seems to conform to the advice contained in the notice sent to Nebraska dealers by Secretary Bewsher.

This contract form is made up of three tickets all printed on the same sheet but separated by perforations so they can easily be torn apart. The first one being the stub, is signed by the seller of the grain and is kept by the agent of the company.

Herewith we reproduce the stub and one of the tickets attached to it. The other ticket which is attached to the end of the first is exactly like it. The two duplicate tickets are signed by the agent. One is given to the seller of the grain, and the other is sent to the head office of the Cleveland Grain Co. Of course where the buyer is not the agent, but the proprietor, only one of these tickets is needed.

as last reported is about a million acres larger than last year.

The following table shows the acreage and indicated crop in states having a million acres or more, with 1899 comparisons:

	Acres	Indicated Crop.
Kansas	1,363,000	37,619,900
Nebraska	1,733,000	49,910,000
Ohio	1,062,000	32,906,000
Indiana	1,372,000	40,548,000
Illinois	3,517,000	128,367,000
Wisconsin	1,937,000	46,101,000
Minnesota	1,663,000	29,269,000
Iowa	3,840,000	133,864,000
New York	1,596,000	41,027,000
Pennsylvania	1,222,000	32,139,000
Total	19,305,000	570,750,000
Other States	8,060,000	171,595,000
Grand Total	27,365,000	742,345,000
	Acres	Crop of
	1899.	1899.
Kansas	1,349,000	39,129,000
Nebraska	1,716,000	51,474,000
Ohio	915,000	32,946,000
Indiana	1,072,000	34,301,000
Illinois	3,349,000	127,279,000
Wisconsin	1,880,000	67,687,000
Minnesota	1,647,000	52,688,000
Iowa	3,848,000	126,986,000
New York	1,405,000	45,402,000
Pennsylvania	1,186,000	39,128,000
Total	18,427,000	617,040,000
Other States	7,914,000	179,135,000
Grand Total	26,341,000	796,175,000

ers Journal as to how are daily estimated carload receipts at Chicago compiled; who compiles them and how reliable are they? Will say that they are compiled by John F. Lyons and are not at all reliable. As I understand it he gets his information from different freight agents, who report the number of cars they expect each day and also from the inspection department who estimate the number of cars to be inspected that day. The following comparison for three days shows the difference between the estimated and the actual receipts:

	Wheat.	Corn.	Oats
Est. Repts. for July 20.....	128	cars	425 190
Actual Repts. for July 20.....	140	"	471 211
Difference.....	12	"	46 21
Est. Repts. for July 21.....	60	"	350 185
Actual Repts. for July 21.....	72	"	362 146
Difference.....	12	"	12 39

	Wheat.	Corn.	Oats
Est. Repts. for July 23.....	115	"	285 120
Actual Repts. for July 23.....	203	"	311 109
Difference.....	88	"	26 11

For a time the Chicago Board of Trade refused to post the estimated receipts because they were not official, but now they are posted. The Board gets the information from the Ticker Co., who receive it from Mr. Lyons.—Chicago.

## THE GRAIN DEALERS JOURNAL.

## MEETING OF GRAIN DEALERS UNION.

The quarterly meeting of the Grain Dealers Union of Southwestern Iowa and Northwestern Missouri was called to order by President D. Hunter of Hamburg in the Commercial Club rooms at Crescent, Ia., Thursday, July 12, at 1:45 p. m. Mr. Hunter said:

I am sorry more of our members have not come out. As we have held no meeting for four months I suppose they have lost interest. The members should not forget the association. It is for your interest, it is your duty to attend the meetings. Induce your neighbors to attend. Call their attention to the fact that loss of interest in the work of the Association will result in our sliding back to where we were before the Association was organized—right into a pack of scalpers.

We have called you together to renew acquaintances and settle one or two little disputes.

The Secretary has a paper which he will read.

Mr. Chairman and Gentlemen: Having had something to read or say at all our past meetings it has become chronic with me, and I cannot refrain from speaking to you today. We are pleased that so many of our members are present. It certainly means something, and if you had not been reasonably well benefited by this organization, you certainly would not be here. We can congratulate ourselves on the prospects of bounteous crops. Our future would look bright indeed if it were not for the fact that, when we are surrounded with all the blessings pertaining to mankind, some dealer takes it into his head that he is tired of harmony and desires a taste of high life, by raising his competitor's bid he goes him one better, and at once a fight is on which sometimes takes months to settle. Before it is possible to settle such cases a dozen stations will become involved in the fight.

This disease seems to be and is contagious and spreads like a fire in a dry forest. Then you wonder why it is we cannot control our members, and you insist on adopting more stringent rules to govern this organization. You forget the fact that you all make up this union, and when you as members openly violate the regulations that you helped to make, you are seeking the destruction of the very vitals of this organization.

Too many of us place no value upon our word of honor when not backed by a good sized forfeit. This should not be. You should regard your word as highly and sacred as you would your bond.

These periodical crazy spells that some of us are subject to are very expensive to ourselves as well as to our neighbors. Do not forget the fact that these same spells cause the railroads endless trouble. In these fights, in order to knock your competitor out, you seek the assistance of Mr. Davenport or Mr. Bechtel; but you fail to tell them that you are helping along the fight as much as possible by paying exorbitant prices for grain. Oftentimes you write them they are losing large lots of grain on account of the price your competitors are paying, and the probabilities are that you have forced your competitors to do this.

All the trouble there is in our territory is among the dealers themselves and they are the ones to blame, for you have no scalpers to contend with, and it's simply a fight among yourselves. It would seem that if a man has brains enough to conduct a grain buying business he would know enough to treat his competitors fairly, but some of us do not do it. Very few of us are willing to accord to our neighbor the kind of treatment we exact of him. The railroad officials are assisting us in every way possible to maintain a harmonious trade. The Commission houses and track buyers, with few exceptions, are supporting us; but we find ourselves our own worst enemies, fighting among ourselves. Who in this audience can offer a remedy?

The great trouble with us is, we meet and patch up our old troubles, go home and commit the very same sin that caused us grief before. If we were school boys, there would be some excuse for us; but we are not. The most of us have grown gray-headed in the business and know better. Every grain dealer in the country who is not willing to be honest with his neighbor should be driven out of the business. We realize this is a broad assertion, and you ask how are you going to do it.

I hear some one say over there, "Shut off his bids." Yes, this is very easily done.

Another says, "notify the Commission people not to receive his consignments."

Right here is where we strike a snag. Most commission firms are ready to do this, but we find a few who say, "he has been a customer of ours for years and if we refuse to take his shipments there are a dozen other firms ready to take them." When we run up against this kind of firm invariably that is their excuse, and they persist in taking the disturber's grain on consignment even though it demoralizes the business of a dozen other dealers who patronize the same house.

We believe the only way to convince this class of commission houses of the error of their way is for every country dealer who happens to patronize the offending firm to say that unless they cease to take this class of consignments they will discontinue their own patronage. This must be done by each individual dealer, when the occasion requires it, in a plain emphatic way; and by the time one of the above mentioned firms receives fifteen or twenty personal letters from dealers it will begin to realize that we mean what we say.

In my opinion this is the only way to eradicate this evil; and when it becomes necessary for you to write some firm this kind of a letter, make your word good and do not give them a cent's worth of business until they are willing to support us. We realize it will take a little courage on your part to do this, but you cannot afford to shrink from your duty. Occasionally a matter of this kind comes up when it is absolutely necessary for us to ask you to lend us a helping hand; and you will remember we will never ask you to do anything of this kind unless it becomes necessary.

When trouble occurs, some of you become very impatient and think it should be settled in a day's time, and notify Mr. Hunter and myself that unless certain matters are fixed up quickly you will withdraw from the organization. You do not seem to understand that this kind of work must be done by moral suasion, and you are not willing to give us time to overcome the ill-feeling existing between dealers. Nine times out of ten, when trouble occurs, it is caused by jealousy and bad feeling and the indisposition to play even with your neighbor.

The class of commission houses just referred to seems to be ever ready to support us, unless the offending dealer happens to be one of their customers; then it is that we hear them complain. They haven't the backbone to tell that dealer they will do no business with him unless he stops demoralizing the trade. And as for other firms taking this class of consignments, if you refuse them we are willing to take the chances if you will do your duty. If every local dealer felt about this matter as I do, this class of commission firms would get little business unless they concluded to let grain associations pass judgment on their own matters. When trouble arises some of these commission people undertake to tell us what we must do. If all members of this organization will stand together as one man, we will soon overcome this evil, and not until then. All of you certainly know that you have never made any money in the grain business except when the trade was working in harmony; and it has always been a great mystery to me why some of you have always persisted in fighting your competitors. If you haven't business tact enough to get along agreeably with your competitor, it then becomes your duty to allow this organization to step in and fix matters for you.

Occasionally a dealer will say he knows enough to run his own business without the help of anyone; but we find you are deluded, and it becomes absolutely necessary in order to promote harmony in such cases actually to demand of you to let the union settle the matter for you. To people outside of the grain business, this would seem to be a peculiar state of affairs. We believe you will all agree that such is the case and why is it? Generally your competitor is a pretty decent fellow, and commands the respect of the people in his community, but can't get along with you, who happen to be in the same line of business. Some of you do not stop to think that it is more profitable for you to handle one thousand bushels of grain on a fair profit than to handle two thousand for nothing. But when you handle grain for nothing you congratulate yourselves that you have gotten it away from your competitor, and that alone seems to tickle your vanity.

You should remember that the officials of this Union can do you no good unless you give them your support. We have kept this fact vividly before you for the past four years, and it would seem that you should profit by past experience. When a man becomes so mean spirited that he is not willing to accord to his fellowmen the same fair treatment that he exacts from them, it is high time he be driven out of the business world and give people a chance who desire to make an honest living. You all know this union was organized for the express purpose of killing off scalpers. Now it appears that we will be forced to kill off some dealers, if we secure the harmony that should exist among us; and how many of you are going to stand by us when we undertake to do it? Some of you have trouble but you never tell us anything about it. Oftentimes instead of advising us in regard to your differences you notify the railroad officials or some track

buyer and if we get any information we are forced to pump it out of you.

Some of you remind me of the man who becomes very good during a revival; but as soon as the revival is over and the excitement wears off, you go back to your wicked ways, and you must be reconverted every thirty days in order to keep you in line. Our President will go to your stations and settle the trouble existing between you, and occasionally before he gets out of your town you have violated your obligation with your neighbor. As long as you are determined to take advantage of every technicality that may arise, you must expect to have trouble. If for any reason you think your competitor has not used you rightly, go and see him and talk the matter over before you begin a war. By doing so you will often prevent an expensive fight.

Do any of you ever consider the bad effects of "bucking" before you commence it? We thing not, for some of you seem to enjoy war better than harmony. You have everything to lose by fighting and you have everything to gain by harmonious action. Which are you going to choose? Some of these fights are brought on by the pure cussedness of the dealers; and this condition of affairs will become no better until you conclude to act honorably and consistently with your neighbors. If some of the receivers would treat you as meanly and contemptibly as you treat your competitors, you would stop doing business with them at once, and you would have good reasons for so doing. You exact and expect fair and honorable treatment from the men who buy your grain, then why not grant it to your competitors?

If we cannot get the support of our members the sooner we disband as an organization the better. The governing committee and the officials of this union have labored hard to benefit you, but some of you persist in creating all the disturbance possible. We have an organization that commands respect throughout the country, and it behooves us to keep it so; but in order to do it, we must have your support. This is not a personal matter with us; but we are trying to show you the mistakes that are being made daily. We have only the best feeling for each member of this union and are doing our utmost to benefit you.

We are just on the eve of handling a new crop of small grain, and the question that interests all of you is, are you going to get yourselves in condition to handle it at a profit or are you going to compel your competitor to handle it for nothing? After it has moved beyond the local dealer it will be everlasting too late for you to obtain a profit out of it. But do not forget that if you force your neighbor to handle this small grain for nothing you will receive no profit out of it and your consolation will be very small. Ask yourselves the question, what will it profit you if you buy all the grain in Southwestern Iowa and get no profit out of it? We can not compel any of you to do business at a profit, but we urge you to consider well your interest and the interest of the trade in general before you commence a war with your neighbor. When you leave this room we trust you will go to your places of business fully determined to work in harmony with your competitors.

W. F. Johnston: There is one thing referred to by Mr. Stibbens that should receive attention and that is technicalities. Too many of the dealers are disposed to pick a quarrel. Their fears that their competitor will make a 20 cent piece more than the other fellow prompts them to be small. A spirit of charity should guide their actions. Let us be more tolerant.

W. W. Powell: I had not intended to say anything, but I will. There are two St. Louis firms here and I think I voice the sentiment of both when I say we are with you and against the scalper. The association raises the grain trade to a higher plane and it is safer to do business in organized territory. The commission houses have been hit pretty hard but I presume some deserve it.

J. R. Giles, Lenox: I disagree with Mr. Powell in that the commission houses were hit. The dealers were hit the hardest. We are getting on very peacefully at our station, but judging from the Secretary's paper I presume that some of the local dealers have been getting hit.

D. Hunter: For fear this meeting will degenerate into a Quaker meeting, I think we had better take up the regular order of business. We have a few applications for membership.

Secretary Stibbens read the names of T. A. Grier & Co., Peoria, J. R. Smith & Co., Laomi, Ia., A. J. Marsh, Shenandoah, as applicants for membership.

W. F. Johnston, Fontanelle: As some of you know trouble has been brewing at Shenandoah for some months. We should be careful not to take any action which will establish a dangerous precedent.

President Hunter gave a full recital of the trouble at Shenandoah. J. Auracher who has an elevator at Bingham has resigned and Mr. Marsh, who has erected a dump at that station has been admitted to membership by the governing committee. The fight has cost the dealers of the district at least \$5,000.

J. R. Harris, Northboro: I would like to hear Mr. Marsh's statement of the trouble. He is here. Mr. Auracher is not.

A. J. Marsh, Shenandoah: I cannot give a clearer statement of the trouble than has been made by the President. I went to Bingham with the intention of buying grain. I obtained a site and put up a dump, and have bot some grain. I have not knowingly overbid the other dealers. I ask only justice. Whatever the association decides to do I think will be fair. I am willing to leave it to any committee of the association.

W. F. Johnston: What is the judgment of the governing committee? Is there enuf business at Bingham to warrant the erection of two houses? The question is a broad one. Can this association uphold one dealer who goes into a station where an elevator man has an established business and insists upon buying grain.

G. A. Stibbens: With all due regard for Mr. Marsh I think the best thing for him and for the dealers of the district wud be for him to sell out and go to some point where there is no buyer or where harmony prevails. He will make more money and the rest of us will have a chance to make something. The fight there is affecting me two stations north of Shenandoah. Mr. Marsh is not making, nor can he expect to make money.

#### INTERMISSION.

D. Hunter: It has been suggested that I appoint a committee of three to confer with Mr. Marsh and learn what is the least he will take for his dump. He to give us ten days' option. I will appoint as that committee D. N. Dunlap, O. T. Hulburd, W. F. Johnston.

The committee retired with Mr. Marsh.

Secretary Stibbens: Complaints have reached me that some regular dealers, members of this association, have bid for grain at stations other than where they operate. This is not regular. The minute a dealer leaves his own dung pile he becomes a scalper of the worst kind and has no rights.

L. B. Payne, Gravity: We have a man at Gravity who represents farmers having about 10,000 bushels of corn to sell. He has been writing and phoning to dealers at adjacent points and getting prices. Finally he asked the local dealers for prices. Have the dealers at other stations the right to buy corn which shud come to us?

M. F. Hackett, Fairfax: We have a way of handling such trouble in our district which has always proved very satisfactory. If the grower is not disposed to sell to the dealer at his nearest station we let him sell where he wishes and the buyer turns it over to buyer who is rightfully entitled to it. This prevents friction and

sustains a friendly feeling among buyers.

G. A. Stibbens: I was requested to learn if we could not have the time of our market reports changed. I find that to get the market at 9:30; 10:30; 11:30 and 12:15 as is desired it will cost us \$13 a month more than at present.

D. N. Dunlap of the committee reported: The least Mr. Marsh is willing to take for his dump at Bingham is \$1,000 and he wishes to know what the association will do soon as he expects to start to build some oat bins within a few days.

President Hunter: I do not believe that we can afford to pay \$1,000 for Mr. Marsh's dump. If we did attempt it I feel certain that one or two wud have to put up the money.

T. A. Grier and J. R. Smith & Co. were admitted to membership. The application of A. J. Marsh was refused.

G. A. Pierson, Orient: Something has been said regarding our market reports. The markets are of no value to us as we get them now and I would be pleased to see a change made.

J. R. Giles: I move that we adjourn.

President Hunter: We must first decide on the place for the next meeting. Shall it be at Creston or Council Bluffs. All those in favor of Council Bluffs say aye. (Many responded.) Those in favor of meeting at Creston. (No one responded.)

President Hunter: The next meeting will be held at Council Bluffs. The governing committee will meet at the Summit House immediately after supper. If any grievances are to be presented let us know.

#### CONVENTION NOTES.

The spirit of fellowship was 100 per cent.

Ware & Leland were represented by J. M. Hutches.

Telegrams of regret from G. L. Graham and H. F. Ketchum were read.

The only dealer from Missouri—M. F. Hackett, Fairfax.

Every dealer was wishing for rain—and got it.

C. M. Boynton representing J. F. Harris & Co. as usual had a box of cigars for the dealers to burn.

St. Louis receiving houses were represented by F. Faulkner, representing the St. Louis Branch of W. R. Mumford Co.; W. W. Powell of Connor Bros. & Co., James Norton of B. B. Williams Grain Co., and J. L. Wright of Brinson-Judd Grain Co.

Among the dealers present were: H. G. Abraham, Prescott; F. M. Campbell, Randolph; G. H. Currier, Prescott; C. F. Davis, Jr., Pacific Junction; Wm. Dougherty, Hawthorne; D. N. Dunlap, Fontanelle; J. A. Funk, Blanchard; J. Gault, Creston; J. R. Giles, Lenox; T. J. Gwynn, Norwich; J. R. Harris, Northboro; M. Hennessy, Orient; W. M. Hewitt, Lenox; J. H. Hulbert, Fontanelle; O. T. Hulburd, Osceola; D. Hunter, Hamburg; W. F. Johnston, Fontanelle; J. A. Kyle and T. A. Kyle, Shenandoah; J. F. Kyle, Coin; W. M. McMahill, Shenandoah; A. J. Marsh, Shenandoah; Jas. Odell, Farragut; L. B. Payne, Gravity; B. S. Petrie, Kent; G. A. Pierson, Orient; W. Riggs, Kent; J. W. Sexton, Bridgewater; Ira Shambaugh, Clarinda; E. W. Shoemaker, Spaulding; G. A. Stibbens, Walter Stibbens, Coburg; H. B. Stewart, Chariton; O. A. Talbott, Osceola; J. F. Treanor, Spaulding; J. G. Turner, Cum-

berland; H. A. Vanschoick, Elliott; S. E. Wainwright, Sharpsburg; G. A. Willett, Osecola.

#### GRAIN DEALERS MEETING AT JEFFERSON, IOWA.

The Jefferson Division of the Iowa Grain Dealers Association held a meeting at Jefferson, Ia., July 11. Herman Henning was elected chairman. After a discussion of various questions a unanimity of sentiment developed and several important matters were settled.

It was suggested that a fair margin on corn and oats would be 1 1-2 cents, and on wheat, rye and barley, 3 cents, and that flax should be bot at 25 cents less the price of No. 1 at Chicago.

A uniform rate of storage was agreed upon: Corn and oats, 15 days free, after which 1-4 cent per bushel for each succeeding 15 days. Wheat, rye and barley, 15 days free, after which 1-2 cent per bushel for each succeeding 15 days. The following resolutions were adopted:

That the grain buyers use written contracts in buying grain from farmers for future delivery.

That grain buyers do not advance money on any grain except, not to exceed \$5 on written contracts.

That all members of this Association, when advised by the Secretary, will refuse to sell or consign grain to any bidder or receiving house who insists upon buying or receiving grain from irregular or scoop shovel dealers.

That members be more careful about having bids lying around the office where the public can read them, and that the business of the Association in general be kept confidential among its members.

That the chair appoint a committee to draw up forms for storage receipts and contracts. Lee Lockwood, Eugene Brown and E. E. Mitchell were appointed, and asked for an extended time in which to make up the forms.

That all grain received during the day be covered or settled for either by regular purchase, written contract or storage receipt. The discussion of this motion brot out the opinion that a grain dealer is legally liable to the farmer for any grain delivered at his elevator in case of fire, even if not sold; and that the grain buyer should systematically close up his day's receipts by either cash purchase, storage receipt or written contract, in order to have an intelligent record of his business.

The following members were represented at the meeting: A. Morehouse, Glidden; Nicholson Bros., Ralston; William Knox, Ralston; Osborne & Davis, Scranton; McFarlin Grain Co., Des Moines; Harrington & Milligan, Jefferson; C. W. Smittle, Grand Jct.; Harvey Bros., Grand Jct.; Henning & Hagge, Ogden; H. H. Henning, Ogden; J. B. Lord, Ogden; Peavey Elevator Co., Minneapolis; Great Western Elevator Co., Minneapolis; Brown & Brenton, Dana; Roberts Bros., Paton; M. E. Blazer, Churdan.

The Chicago contract grade of white oats has been relaxed. More chaff, screenings, dust, broken straws, seeds and other grain will be permitted in No. 2 White. Dealers having oats seven-eighths white and sweet can base their operations on the price of No. 2. It does not need so much careful cleaning as heretofore.

## THE COUNTRY GRAIN DEALER; HIS TRIALS.

Paper by E. M. Fullington, Marysville, O., Read at Annual Meeting Ohio Association.

In naming some of the vexatious problems that confront the average country dealer I will suggest a solution in some cases. One of the most conspicuous evils of the country trade is the irresponsible competitor, but as this class is more or less known to all branches of business, we cannot claim a monopoly. However, there is a tendency to ascribe many of the evils of the business to the action of these competitors in trade.

I quite agree with the French industrial writer who said: "The deepest root of the evils and iniquities which fill the industrial and commercial world is not competition. . . ." I do not pretend there are no inconveniences to the country grain dealer in active competition or that the moral objections urged against it by radical theorists, as a source of jealousy and hostility among those engaged in the same business, are altogether groundless, but if competition among country elevator men has its evils, it also prevents greater evils.

Competition undoubtedly has great power for evil, but it is no less fertile of good, especially in what regards the development of the individual faculties and the success of innovations in business. Looking upon competition, not from the window of the "counting room," viewing it, not from the standpoint of the balance it may leave on the right side of your ledger when the annual balance sheet is struck, but viewing it rather as a stimulus to improve, to overcome that natural tendency to be passive, to put forth your best efforts to attain the highest excellence in your methods of business, and to be on the alert always to make use of all legitimate means of vantage, it appears as one of the most potent factors in business success.

There are undoubtedly in many parts of Ohio today too many firms endeavoring to make a living by handling through two and three elevators at one point, where the business justifies but one. Farmers may think because they have two or more elevators doing business at their railway station that they are necessarily getting more money for their product than, if there was but one. This is a mistake. The markets will justify the payment of but a certain price for grain, paying a higher price will make no more grain in the country. Shipping points are so close together on all the railroads of this state that were there but one dealer at a point he would be compelled, in order to hold his share of the shipping, to pay the market price.

Intelligent competition is not one of the trials of the country dealer. But there is a class of competition, a class that you have with you, periodically, that is a thorn in the side of the "regular" dealer. In this class I will place the "scoop shovel" dealer, that piratical shipper, who warms his shins at the country store in the winter, regaling the farmers with gilded stories of the high prices he will pay for wheat and oats "next harvest." When the full bloom of harvest is on he orders more cars than the railroad sidings can hold, rents a few thousand bags, opens an account with a reliable grain receiving firm and proceeds to pay within one per cent. of what he can get for the grain on board cars. True, he lasts but one season, but while he reigns the regular dealer is losing money, and when he is gone another takes his place, and the "regular" pays his proportion of the tax to support the institutions of his county, to keep up the good roads, maintains his elevator property at the cost of thousands, in which to store the grain that the railroads cannot transport, until they can take care of the poor "scoop," who must have cars because he has no storage capacity. The reliable receiving firm handles the "scoop shoveler's" consignments in fair weather, because they know they will get the "regular's" trade when the rush is over, and the railroads have time to move it from his elevator.

One of the vexatious customs in vogue among the majority of the territory of Ohio is that of providing the farmers with bags in which to market their grain. This custom has been abolished in some localities, and, I am informed, to the satisfaction of both farmers and dealers. Could this be done throughout our state I am sure it would be to the advantage of the farmer, as well as the receiver.

The great difficulty experienced in instituting this much needed reform is in securing the cooperation of all the dealers in a given territory. The petty jealousies and rivalries among country grain dealers, and their refusal to act on sound business principles is responsible for the failure of this, as of other, much needed reforms in the business. A campaign of education is needed among the dealers and farmers. At present the farmer thinks he is deprived of his rights if not furnished grain bags, and some dealers, hoping to gain an advantage over their competitors, encourage him in that belief. Experience has shown that the farmer can and does furnish his own packages for grain, and is more independent of the buyer and better satisfied in

that independence by being under no obligations to market his product at any given place. He can sell when and to whom he pleases. As I have said before, educate your country grain dealers and farmers to a right way of doing business.

Another trial of the craft is the too much encouraged custom of marketing grain in bad condition. The dealers themselves are largely responsible for this condition, and it is a condition that must be met by them, and the remedy by them applied. So long as you take damp grain, dirty grain, soft grain, unsorted corn, etc., and allow the numerous privileges in that line that seem to be in vogue in some localities, so long will you have the evil to contend with. I say: "Apply the knife at once; cut it off." Have it understood among your customers that you will not take grain in bad condition at any price, and you will do your customers, as well as yourselves, a great favor. You will make it necessary for them to clean and care for their grain as they should, making it easier for you to handle it and more profitable for the farmer to raise it.

By receiving grain in bad condition at the same price as good grain you place a premium upon the acts of the shiftless farmer. You do an injustice to the man who cares for his crop as it should be.

I have that to speak of the lesser of two evils first, and have so far spoken only of the trials of the country dealer at the receiving end of the line. We are all familiar with the trials attendant on the car famine, the inability of the carriers

## GRAIN TRADE OF KINGFISHER AND HENNESSEY, OKLA.

Five years ago Oklahoma produced 2,602,100 bushels of wheat. Conservative dealers claim it will harvest a crop of more than ten times that amount this year. In '97 the wheat crop of the territory amounted to 10,389,542 bushels; in '98, 14,176,799 bushels, and last year its wheat crop amounted to 16,202,765 bushels. Oklahoma is young, but is growing. It has a number of good towns which have attained an enviable reputation as primary wheat markets. Among these are Kingfisher and Hennessey, both in Kingfisher county and located on the Rock Island road about eighteen miles apart.

In addition to being the county seat, Kingfisher has the greater advantage in being located between two rivers which are not fordable and are not bridged except by railroad companies. Kingfisher is about halfway between the Cimarron



Kingfisher Dealers.

to furnish more than one out of every ten cars needed, especially at non-competing points, the shortages which consume nine-tenths of our profits, and the perpetual discrimination in freight rates, these are questions that must be met and solved. Many pertinent and useful suggestions are constantly being made in the Grain Dealers Journal and other trade journals, which if acted upon would remedy many of the evils and trials above detailed.

We should in order to be consistent in our claims to the railroad companies and receivers, exercise the utmost care in inspecting cars to be loaded, cooperating the same and weighing in the contents. When this is done so that you are confident that there has been no fault on your part, and that your statements are right, then insist upon that right being respected.

There is no reason why the country dealer, carrier and receiver should not act in harmony to secure the minimum of such cares as now infest the business of buying and shipping grain from a country point. When such harmony exists as I believe it does now, and when every regular grain dealer in Ohio is a member of the State Grain Dealers' Association of Ohio, the reader of some good grain trade journal, and exercises the ordinary care and prudence required in all business enterprises, then will you, my country grain dealer friend, receive your reward.

Samples of wheat are being selected in Russia and Siberia by M. A. Carlton of the Department of Agriculture.

Hennessey Dealers.

and the Canadian rivers which parallel one another for many miles. Many loads of wheat are received at Kingfisher which have been drawn 70 and 100 miles from the northwest. The farmers of Blaine county which adjoins Kingfisher county on the northwest have no other market.

Kingfisher claims to have more wheat buyers than any other point in the territory, hence it is natural that it should draw grain from other counties northwest as well as from some distance east. Last season it had ten elevators and two flour mills. One of the elevators was burned during the winter.

Giesecke & Pratt operate elevator A which has a capacity of 15,000 bushels. It has two sinks, one dump and is operated by steam power. The firm is composed of C. Giesecke and L. M. Pratt. During the past season they have handled about 210,000 bushels of wheat and a little oats and corn. Last year was the first season they have handled any considerable amount of corn, oats, kaffir corn or barley. This was due to the freezing and blowing out of wheat.

Elevator B which has a capacity of 25,000 bushels is operated by J. C. Robb. It has two sinks, one dump and an Invincible Oat Clipper and is operated by a 25 h. p. Atlas Steam Engine. Last year Mr. Robb shipped 283,000 bushels of wheat, 30,000 bushels of oats and 75,000 bushels of corn. He expects to handle

millet, 6 cars of cane seed, 6 of kaffir corn and 2 of castor beans.

W. H. Staples operates a flat warehouse which has a capacity of about 3,000 bushels. G. A. Schley represents the Landa Roller Mills at this point and buys on track. C. T. Prouty, who is chief grain inspector for Oklahoma and

a ten horse power Van Duzen Gasoline Engine. It handles about 150,000 bushels each year. The T. L. elevator which is shown in the foreground of our engraving is operated by J. W. Stoneking, manager for T. L. Elevator Co. It is operated by 15 h. p. steam engine. The Star Elevator is operated by W. H. Needham. Power is supplied by an 8 h. p. Fairbanks, Morse Gasoline Engine.

Ed Gilroy has charge of the El Reno Mill & Elevator Company's 8,000 bushel elevator which is operated by an 8 h. p. Fairbanks, Morse Gasoline Engine. Barr & Klock's 15,000 bushel elevator is operated by a 6 h. p. Fairbanks, Morse Gasoline Engine. The Hennessey Roller Mill Co., of which R. H. Grimes is manager, has a 15,000 bushel elevator adjoining. The Farmers Milling Co. has recently built a mill and elevator.

Elevator C which was purchased by the Drennan Grain Co. last spring is operated by a 14 h. p. Atlas Steam Engine. E. E. Swim, buyer for the company, estimates that Hennessey handles about 1,000,000 bushels of wheat and 100,000 bushels of corn each year. Among the track loaders in this market who have no elevators are W. T. Harvard, W. L. Farquharson, O. B. Kidney and M. M. Tate. Two new elevators will be built at Dover, a station a short distance south of Hennessey, this season, and will no doubt reduce the amount of grain received.

A sign on an elevator giving the name of the proprietor is worth several times its cost in advertising his business with commission men and buyers whose rep-



Some of the Elevators at Kingfisher, O. T.

double this amount this year, and estimates the amount of wheat received annually at Kingfisher to be from three to three and one-half million bushels.

Elevator C which has a capacity of 10,000 bushels is operated by A. T. Haines. It has two sinks, one dump and is operated by an Atlas Steam Engine.

Elevator D which has a capacity of 16,000 bushels is operated by W. R. Binkley, manager for the Cameron Mill & Elevator Co. The elevator has two sinks, one dump and an oat clipper. It is operated by a 15 h. p. Weber Gasoline Engine. From July 1, 1899, to March 1, 1900, this elevator handled 870,000 bushels of wheat. Mr. Binkley estimates the average amount of grain handled at Kingfisher each year to be 3,000,000 bushels of wheat, some corn and oats, and a little barley.

Elevator E which has a capacity of 17,000 bushels is operated by Geo. Newland, manager for El Reno Mill & Elevator Co. This house has two sinks, one dump and is operated by a 5 1-2 h. p. Otto Gasoline Engine. It handles about 100,000 bushels of wheat annually.

Elevator F was burned last winter. Elevator G which is operated by the Oklahoma Mill Co. has a capacity of 25,000 bushels. The Mill Co. handled about 50 to 75 cars of wheat and 50 cars of corn in addition to wheat ground into flour.

Elevator H which was formerly a farmer's elevator has a capacity of 30,000 bushels. It is now owned and operated by E. M. Flickinger. The elevator is operated by a 16 h. p. Fairbanks, Morse Gasoline Engine. Mr. Flickinger handles about 150,000 bushels of wheat each year. Last year in addition to wheat he handled 16 cars of barley, 6 cars of oats, 7 cars of corn, 4 cars of



Eight Elevators at Hennessey, O. T.

secretary of the Oklahoma Grain Dealers Association also makes Kingfisher his headquarters.

There is some jealousy between Hennessey and Kingfisher. Each have a grain business which is worth boasting over. Hennessey has 8 elevators and 2 flour mills. Elevator A which has a capacity of 20,000 bushels, is operated by P. M. Ahlestrom, manager for the Canadian County Mill & Elevator Co. This house has one dump and is operated by

representatives ride thru the country frequently, but can not always spare the time to leave the train to inquire.

The enormous profits of the Standard Oil monopoly are apparent when the price of the raw material is compared with that of the finished product. The United States Government states that 100 gallons of crude oil will yield 76 gallons of illuminating oil, 11 gallons of gasoline, 3 gallons of lubricating oil, and 10 gallons of residuum and loss.

### HARROUN'S ELEVATOR AT ELWOOD, KAN.

In the construction of the new Harroun Elevator at Elwood, Kan., are embodied many features of special interest to designers of cleaning and mixing houses. This elevator was erected as an adjunct to the grain business of the Harroun Brothers of St. Joseph, Mo., who for years have handled corn and oats from southern Nebraska and eastern Kansas on an extensive scale. As most of the grain handled comes from points on the St. Joseph & Grand Island Railroad, a site on that line was selected; and of several stations near its eastern terminus that of Elwood on the Kansas side of the Missouri River directly opposite St. Joseph, presented many advantages.

main rope drive occupy an entire bin space as is shown in the plan of the bins. The ground floor is 3 1-2 feet above the tracks, and 16 feet below the ceiling. On the first floor are two Invincible Separators and 2 Invincible Oat Clippers, besides the usual equipment of car pullers and power shovels.

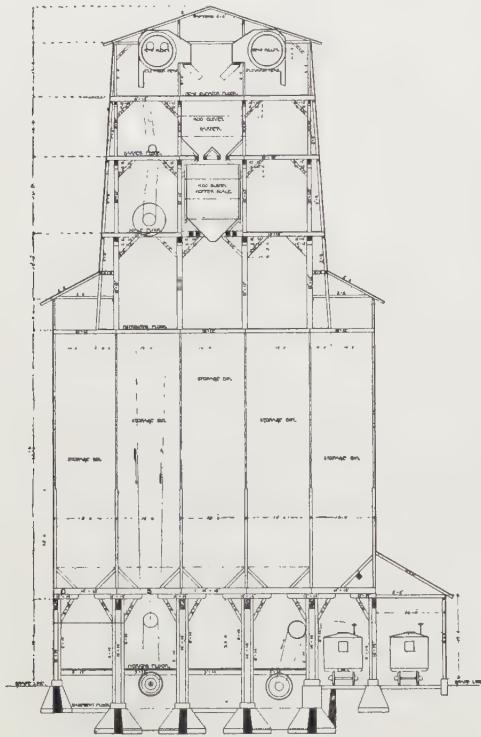
The bins are 62 feet deep and 116 in number, many of them being divided into half and quarter size as shown by the plan. The capacity of the large bins is 10,000 bushels each. The small bins are clustered above the mixing department, on the side of the elevator farthest from the receiving legs. This department is served by four elevator legs and many spouts. Twenty of these spouts concentrate near the two legs in drive shaft and grain from either or all of these bins can be spouted direct to boots at the

the head pulley shafts by rope transmission. All of the rope was furnished by the H. Channon Co., of Chicago.

A passenger elevator and stairway is housed in a shaft adjoining one end of the building. Incandescent electric lights are used throughout, reducing danger of dust explosions.

The plans were made by F. E. Parker & Son, architects, of Kansas City, and the construction was supervised by F. E. Parker. After the plans were drawn Mr. Harroun visited similar plants in different cities to discover if improvements could be made, but the house was erected as planned. The elevating machinery was furnished by the Weller Manufacturing Co., of Chicago.

The Harroun Elevator Co. was organized in the spring of 1899, with \$90,000 capital stock. The incorporators were



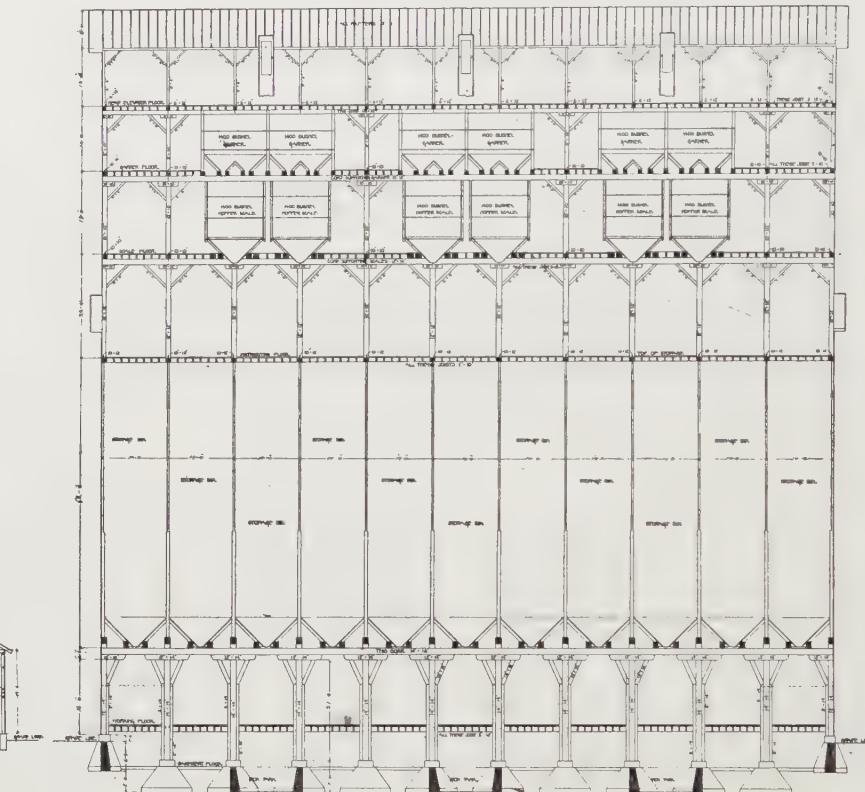
Cross Section.

The building is 154 feet long, 75 feet wide and 155 feet high. A brick building, 56 x 62 feet, contains the boiler and engine rooms. The receiving and shipping tracks extend thru the building. The cost of the plant, which has 500,000 bushels storage capacity, was about \$75,000.

The power plant consists of two horizontal tubular boilers, 66 inches by 18 feet, supplying steam to a Hamilton-Corliss Engine. Coal for the boilers is taken direct from cars on a side track. A 6-inch shaft of hammered steel transmits the power from the engine into the basement of the elevator.

As shown in the ground floor plant beside the receiving track are three sinks 42 feet apart, each hopped to the boot of a receiving leg. The elevators have a 22-inch, 6-ply rubber belt, with two rows of 10 x 7-inch buckets.

Besides the three large legs receiving grain from cars are four smaller legs on the opposite side of the house, two of them near together in the middle of the house. These two elevators and the



Longitudinal Section.

same time. One-half of these spouts are on opposite sides of boots. The large number of small bins (44) enables the superintendent to keep any number of grades separate. Any one of the cleaning legs can draw from 24 bins at the same time.

The cupola walls are battered four feet to give greater stiffness. This part of the building is four stories, the distributing floor, scale floor, garner floor and head floor. In the garner story are six garners of 1400 bushels capacity each, receiving grain from the elevators. Directly under the garners, as shown in the cross-sectional view, are six hopper scales on the scale floor of 1,400 bushels capacity each, receiving grain from the garners thru four openings in each, each 12 x 18 inches, a size sufficiently large to permit the passage of a carload of 1,000 bushels or less in one minute.

Power is transmitted from the line shaft in the basement to the countershaft on the scale floor by a main drive composed of 15 1 1-8-inch Ajax ropes. From the countershaft power is distributed to

W. H. Harroun, A. L. Harroun, A. M. Harroun, John C. Kneer and William Burke.

Corn centuries old was unearthed recently at Walnut Ridge, Ark. A peck of the grain was found in a sealed stone cask twenty feet under the ground. Near the cask were found many evidences of a prehistoric race.

Bucket-shops throughout the country and in our cities can hardly like the markets we are having for outside speculators, as a rule, are uniformly bulls, which necessarily forces the bucket-shops to take the opposite side of the market, the losing side now. It is the well-known program of such institutions to win even if they have to dissolve into thin air to do it, and in markets like these they will not be likely to hesitate about closing business between night and morning when it a question of closing shop with or without their dupes' money. Don't bet with a tramp and let him hold the stakes.—E. W. Burdick.

## SEEDS.

M. Z. Bain, Brighton, Ia., July 13:  
We have half a crop of grass seed.  
Clover seed exports from New York  
for the week ending July 21 were 100  
bags; timothy seed, 300 bags.

The September crop report of the Department of Agriculture will contain an estimate of the acreage of clover seed compared with that of last year.

The September crop report of the Department of Agriculture will contain an estimate of the acreage of clover seed compared with that of last year.

The condition of clover in Germany, June 15, as reported by the Ministry of Agriculture, was 3.2, meaning a little less than a medium crop. The condition a year ago was considerably better.

Seed jobbers who quote prices to anybody and everybody can not expect the good will or shipments of regular shippers whose business they undermine by encouraging or assisting everyone to ship

encouraging or assisting everyone to ship seed.

Ward, Stubbs & Co., Louisville, Ky., July 18: Orchard grass is now being threshed, and the yield is very light and the quality only fair. The crop of Kentucky blue grass is fine both in yield and quantity.

Samuel Bates, a prominent farmer in Bavaria Township, Branch County, Mich., reports that the grasshoppers have entirely destroyed 10 acres of clover seed on his farm, and are now destroying his oat crop.

P. M. Thompson, of Leesburg, Ind., writes the Toledo Market Report: In our travel of nearly 500 miles I saw only ten fields of clover, and most of them were small fields favorably sheltered by a strip of timber.

A newspaper of Mainz, Germany, warns farmers against buying American clover seed, giving as a reason that it contains so many weed seeds as to utterly ruin the fields planted therewith, besides yielding only a very poor crop.

Another store has been added to the already extensive business of Ward, Stubbs & Co., seedsmen, of Louisville, Ky., to contain the complete retail department and storerooms. Their recleaning equipment, recently installed is most complete. The trade of this firm during the past season has grown phenomenally.

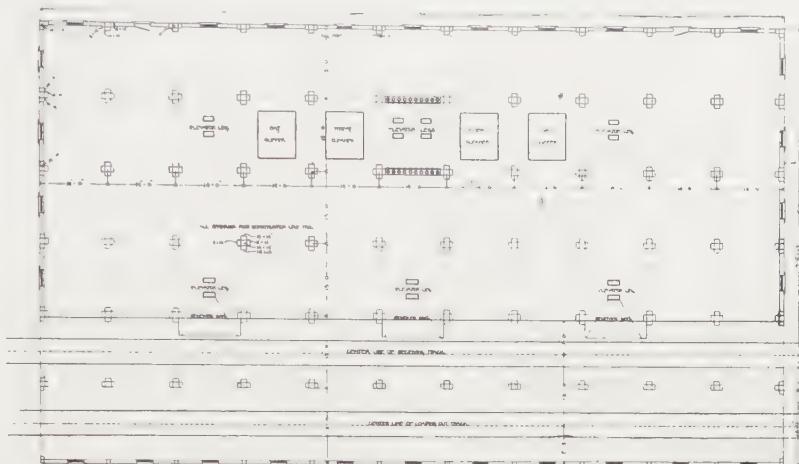
About 95 per cent of the world's crop of flaxseed is produced by Russia, the United States, India and Argentina. While an important producer the United States exports but little; India on the contrary having few mills is a large exporter, contributing 43 per cent of the world's exports.

The condition of the clover crop July 1 as reported by the department of agriculture, in the six principal clover states was: In Ohio, 50 per cent; Indiana, 72; Michigan, 87; Illinois, 79; Missouri, 86, and Iowa, 84. Compared with one year ago this is worse by 28 points in Ohio, 12 in Indiana and 3 in Missouri; and better by 7 points in Michigan, 8 points in Illinois and 34 points in Iowa.

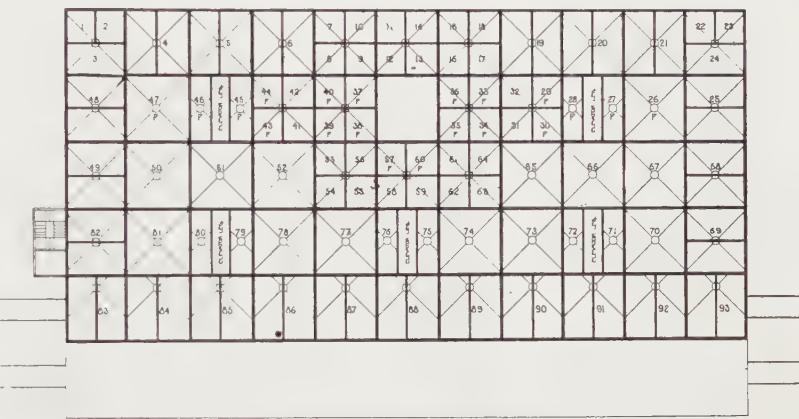
J. R. Sage, director of the Iowa weather service, says: "Iowa's crop of timothy seed will only be about two-thirds of the usual crop this year. Very few people have any idea of the amount of timothy seed that is shipped out of Iowa each year. It goes literally to the ends of the earth. I don't believe there is a civilized country anywhere that does not get a part, at least, of its timothy seed from Iowa. There are thousands of carloads sent out every year. It is especially plentiful in the southern part of the state. A representative of per-

haps the biggest shipping house in the seed business in the world called on me a few days ago. He said Iowa is about the most important factor in the timothy seed business anywhere. The United States census gave Iowa 725,000 bushels of timothy in 1898, but I think that is nowhere nearly correct. It must be al-

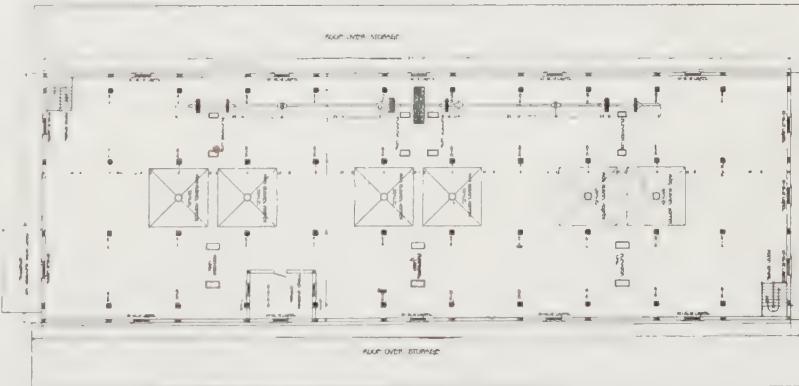
repute. On the contrary, the fact that American clover seed is very pure and of excellent germinating quality has been recognized even by those who oppose its use by European farmers. Among the seed-control workers in Europe, Nobbe, Eidam, and Kirchner have given testimony to the high purity of American



## Ground Floor of Harroun's Elevator



### The Bins, Harroun's Elevator.



### Scale Floor of Harroun's Elevator at Elwood, Kan.

most twice that much. Farmers themselves don't know how much they have in timothy; it is hard to estimate. The crop this year will be short on account of the killing off of the clover. This is due to various causes. Freezing and thawing winters are bad for the crop."

Andrew Geddes, chief clerk of the Department of Agriculture, says: The charge that American clover seed is impure is very rarely made by European dealers or experiment-station workers of

clover seed, although the two latter have been hostile to the American seed.

Artificial pollination of corn has produced change in both color and composition of the grain. Sweet corn with yellow dent corn produced ears having smooth yellow dent kernels with starchy endosperm like the male parent. A pure white corn crossed with a plumbeous colored soft flour corn produced kernels of plumbeous color.

# GRAIN TRADE NEWS.

## CANADA.

J. W. Modeland has succeeded Shearer & Modeland, grain dealers at Elva, Man. George McBean, grain dealer of Montreal, Que., died July 18, of heart failure.

The new elevator of the Ogilvie Milling Co., at Poplar Point, Man., has been completed.

The Robert Hay & Grain Co. has been incorporated at Toronto, Ont., with \$20,000 capital stock.

John H. Allan, of the John H. Allan Seed Co., Picton, Ont., was married recently to Miss Bella Lake.

Watson & Co., of Minneapolis, Minn., have succeeded J. D. O'Brien, grain broker at Winnipeg, Man.

Stocks of wheat at Fort William, Port Arthur, Keewatin, Winnipeg and interior points were estimated approximately at 3,407,000 bushels on July 14, compared with 5,000,000 bushels a year ago, and 1,140,000 bushels two years ago.

The 25,000-bushel elevator of the W. T. Lockhart Estate on the Grand Trunk Railway at Newcastle, Ont., is to be sold. The 30,000-bushel elevator of the same estate, at Bowmanville, will also be disposed of.

The annual report of the Brandon experimental farm states that the 6-rowed varieties of barley are best adapted for Manitoba. They can be sown after all other grain and will ripen early enough to escape injury by frost. The best yielding wheat is Goose, white Fife second, Crown third and red Fife fourth.

## CHICAGO.

Chicago needs a public warehouse for hay and straw.

F. M. Shaw has resigned his position as superintendent of Armour Elevators C and D.

Tom Barrett and Albert H. Farnum, former partners, met on the exchange floor recently and nearly came to blows.

The new rules for the navigation of the Chicago River are impracticable, and a new code will be adopted in September.

Chicago is still greatly in need of hay warehouses, where shipments can be unloaded, inspected, graded and sold on their merits.

The first car of new barley was received at Chicago July 17. The grain was grown in Iowa, graded No. 2, and sold at 48 cents.

The first car of oats of this year's crop was received July 10 from central Illinois. It weighed 32 pounds to the bushel and was sold at 25 1-4 cents.

A special officer of the Chicago, Rock Island & Pacific Railroad has been doing good work recently in apprehending youthful thieves robbing grain cars.

The executors of the estate of Edson Keith have applied for an order of court to sell the land on which stand the two elevators along the Chicago & Alton tracks.

James Nicol, first vice-president of the Board of Trade, has been suspended for one year for permitting his name to be used in bucket shop transactions by McLain Bros.

Calvin A. Whyland, of C. A. Whyland & Co., has been suspended from the Board of Trade for five years, for his connection with the bucket shop dealings of McLain Bros.

The 120 insurance men who inspected the McReynolds elevator July 10, as the guests of Shipman & Wayne, were well pleased with what they saw, and enjoyed the trip immensely.

Harry Sincere and S. E. Bean, calling themselves grain commission brokers, with offices in the Omaha building, have been arrested on the charge of defrauding a lady of \$20 in wheat speculation.

The C. M. Seckner Engineering Co. has the contract to build the 300,000-bushel clipping and transfer house which the Calumet Grain & Elevator Co. will add to its plant on the Calumet River.

While in St. Louis recently H. S. Poole of the Calumet Grain & Elevator Co., who is a pigeon fancier, released a number of carrier pigeons with messages and orders to members of the Chicago Board of Trade.

H. A. Foss, Board of Trade weighmaster, informs us that a remarkably heavy car of oats was weighed June 9 at Calumet Elevator C. The car was Santa Fe No. 7314, designed for furniture, of 80,000 pounds capacity, and the contents weighed 96,000 pounds.

The Baltimore & Ohio Railroad Co. will build a 1,000,000-bushel elevator in the Calumet district, to be used principally as a transfer house, doing away with blockades in the eastern yards. The Barnett & Record Co. has the contract.

The old Indiana elevator on the south branch of the Chicago River has been leased by the American Cereal Co. The capacity of the house is 1,500,000 bushels. For 12 years until May 1 it was operated by the Chicago Elevator Co.

Judge Kohlsaat has denied the petition of the minority stockholders for the appointment of a receiver for the National Linseed Oil Co. The present assets of the company amount to about \$100,000, the remainder having been transferred to the American Linseed Co.

The Wichert Mfg. Co. will erect a mustard mill on the south branch of the Chicago River. The plant will cost \$13,000, and will comprise three buildings. The large quantity of mustard seed that is cleaned out of oats received at Chicago would supply considerable raw material.

The committee appointed by Governor Tanner to investigate the office of the state grain registrar has turned over its report to its attorney, John C. Black, who has had charge of the work, says: "The work of the experts on the books has disclosed so many things that I fear we will have to extend our investigation in unlooked for directions."

H. F. Dousman, John C. Ross and A. E. Schuyler, the committee appointed by the Board of Trade to measure the grain contained in the public elevators, has reported that the quantity tallies exactly with the records and with the warehouse certificates outstanding. The committee has performed its difficult task in a careful manner, and has had the cheer-

ful assistance of the elevator proprietors, as well as Weighmaster Foss and his assistant, Mr. Schuyler, who happened to be one of the committee.

A. O. Slaughter says: After selling out all the grain in the elevator about \$248,000 was still due on our account. The Chicago Elevator Co. paid us about \$142,000. This came from the sale of the Wabash elevator, which brought \$275,000. From this was deducted what was due to Russell Sage, George Gould and some miscellaneous accounts, and it left us the amount stated. About \$106,000 is still coming to us. We have been assured that this will be paid over. Unless this is done we will prosecute whoever is liable for the amount, which may include the warehouse commissioners, the stockholders, the directors, the inspectors and the registrars.

H. F. Vehmeyer's broom corn warehouse was burned on the evening of July 16. Lightning started the fire in the upper stories of the building. The fire apparatus was on the scene in a few minutes, but the dense smoke drove the men out, and for an hour the flames spread unchecked. Finally the floors gave way under the great weight of broom corn, bringing the whole building down with a crash. Mr. Vehmeyer's loss on broom corn stock is insured for \$20,000. The Union Broom Supply Co., the trust which has cornered the crop, had 800 tons of brush, which is a total loss. Insurance, \$87,500. It's an ill wind that blows no one good, and this fire will aid the combination by taking a large quantity of brush off the market.

## ILLINOIS.

At Ava, Ill., a 20,000-bushel elevator will be built.

J. D. Marshall will buy the elevator of O. M. Kelley at Dana, Ill.

A. J. & J. T. Powell have purchased an elevator at Vermillion, Ill.

Thomas Stockhorn has taken charge of the new elevator at Lodemia, Ill.

B. F. Spear & Son, Eddleston, Ill., have put in a 5-h. p. gasoline engine.

W. Callahan, of Sabina, Ill., will enlarge his shipping bin, and put in cable works.

Bronson & Stahl, who recently bot the elevator at Ritchie, Ill., have begun business.

J. S. Cameron, of Elliott, Ill., is building a 20,000-bushel addition to his elevator.

Stege Bros., of Matteson, Ill., inform us that they are building an elevator at that point.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

Hargreaves Bros., whose grain elevator at Symerton, Ill., was recently burned, will rebuild.

Hayward Bros., of Cropsey, Ill., are building an addition to their elevator to double its capacity.

O. B. West has bot the half interest of his partner, C. M. Corbin, in their elevators at Yates City, Ill.

Keeler & Scruggins, grain dealers at Harristown, Ill., are building a large elevator on the Wabash Railroad.

A. Hakes of Repartee, Ill., writes: J. B. Coyner of Middle Grove has put in a new Fairbanks-Morse gasoline engine.

Cloke Bros.' elevator at Piper City, Ill., has been sold at receiver's auction for \$5,900 to Michael Welsh of Campus.

Edward Morris, grain dealer at Magnet, Ill., has bot the grain business, scales

and elevator of W. L. Majors, of Mattoon.

C. F. Austin, Gardner, Ill.: Please discontinue my advertisement of elevator and coal business for sale. I sold out July 20.

Derrough & Rising of Mahomet, Ill., will build an elevator of 40,000 bushels capacity. E. J. Rising is the new member of the firm.

John Nagle, Bushnell, Ill., July 14: Our wheat is threshing out 35 to 50 bushels to the acre; quality good. The acreage was small.

An interest in the grain and implement business of A. M. Goff & Son at Rantoul, Ill., has been acquired by B. F. Yates and his son, Frank Yates.

Puett & Williams of Cissna Park, Ill., have bot for \$10,000 the elevator of C. H. Sells at Rankin, Ill., to which place they will remove with their families.

B. F. Traxler informs us that Dennison & Hartsock of Lanes, Ill., have completed an addition to their elevator, increasing its capacity to 25,000 bushels.

W. Callahan, Sabina, Ill., July 10: Corn not so far advanced this season as last year. Oats all down; farmers all cutting oats one way; not so good as last year.

George A. Delong, Foosland, Ill., writes: We expect to build an elevator at another station, and rebuild here this fall, putting in a scale and modern machinery.

The Zorn Grain Co. has been incorporated at Bloomington, Ill. Capital stock, \$25,000; incorporators, Garnett S. Zorn, Thomas Williams and Eugene S. McClure.

P. H. Vadakin, grain dealer of Alenville, Ill., while intoxicated drank four bottles of lemon extract July 18. The fluid was poisonous, and he died four hours later.

T. H. Wheeler has removed with his family from Leeds to Odell, Ill., to operate the grain elevator which he recently bot and which formerly was run by Charles Hornerman, who failed.

Porterfield Bros., of Sidney, Ill., have started their large 40,000-bushel elevator. Operation was begun without a hitch. Miss Mary Porterfield opened the valve admitting steam to the engine.

Government weekly crop bulletin, July 17: Illinois—A good week for harvesting and great progress has been made; week generally dry, but good showers occurred in the northern and central districts; wheat being threshed; fair yield; oat harvest in progress; crop very fine; hay nearly all harvested and in excellent condition.

Andrew Stewart, contractor for the B. S. Constant Co., of Bloomington, Ill., has placed his order for a cast-iron tank and two Constant grain feeders for L. T. Hutchins & Co., at Iroquois, Ill. Hutchins & Co. are steadily improving their elevators and will soon have them all in proper shape to handle grain rapidly.

Fire at Newman, Ill., July 9, destroyed the elevator operated by W. J. Roller with 5,000 bushels of corn. Loss on grain, \$2,000; insurance, \$1,700. Loss on building, owned by F. P. Rush & Co., of Indianapolis, Ind., \$7,500; insurance, \$5,000. The elevator was well built and contained an equipment for making meal and hominy.

## INDIANA.

W. T. McCray of Kentland, Ind., was in Chicago this week.

If firms want bags, sell or give to them, but lend bags—never.

When you have any grain trade news, please let us hear from you.

Charles F. Naber has leased the Wabash elevator at Liberty Mills, Ind.

The elevator of S. B. Shoemaker at Frankton, Ind., was recently burned.

Indianapolis may get the annual convention of the Grain Dealers National Association.

If you must lend something, let it be your last year's hat. Keep grain bags for your own use.

O. J. Fatzinger, the new proprietor of the elevator at Kempton, Ind., is doing an increased business.

C. E. Nichols of Lowell, Ind., has erected an addition, almost doubling the capacity of his elevator.

L. H. Swan has sold his elevator at Wadena and moved away. His son is now in the jewelry business.

C. F. Davison, of Bluffton, has placed his order for a Constant Grain Feeder for his elevator at Markle, Ind., thru the Reliance Mfg. Co.

M. W. Hamilton, of Greenfield, Ind., informs us that he has been succeeded in the grain business at that point by Newman & Barnard.

The Linton Milling Co. has been formed to build an elevator and mill costing \$15,000 at Linton, Ind. N. C. Dixon is interested.

Do not hang back; be progressive; give your local association your honest and earnest support. Help it to advance your business interests.

Eikenberry & Temple, contractors for the B. S. Constant Co., have the contract for erecting the new elevator at Hillsboro, Ind., for the Cleveland Grain Co., of Cleveland, O.

Ira Cadwallader of West Lebanon, Ind., has bot thru the Reliance Mfg. Co., two of the Constant Grain Feeders which will be used in his new 80,000-bushel elevator now under construction.

Morris & Finch, grain dealers of Lebanon, Ind., have purchased a half interest in the elevator at Advance, the other half belonging to J. M. Martin. The Advance Grain Co. has been formed to operate the plant.

D. J. Cope, Lewisville, Ind., July 16: No wheat in this part of the state. I do not expect to buy a load of new wheat this harvest. Oats crop good; just beginning to harvest them. Splendid prospect for corn crop.

Curtis Tomlinson of Winchester has been elected chairman of Randolph county; and Wallace Hibbits of Muncie, chairman of Delaware county of the Eastern Indiana Division of the Grain Dealers National Association.

J. W. Witt, of Frankfort, Ind., has succeeded Thomas, Witt, Campbell & Co., and alone will operate the City Elevator and City Mills hereafter, with the help of another Constant Grain Feeder which he will install at once.

T. B. Wilkinson & Co., Wilkinson, Ind., July 18: Wheat is a failure in this section; will not be 500 bushels in township. Oats a big crop, also more than an average of corn. Forty per cent more corn put out in spring owing to wheat failure.

The few dealers who are standing out and refusing to join with the regular grain buyers of Eastern Indiana in their agreement to cease loaning bags are standing in their own light. They could better afford to give away their bags and stop this provincial practice.

The Eastern Indiana Division of the Grain Dealers National Association is growing rapidly. No regular dealers of its nine counties can afford to stay out.

All can become charter members, and avoid payment of membership fees by paying one year's dues to Secretary J. F. Slack, Muncie, before August 1.

W. E. Rich of Risser & Rich, Oxford, Ind., was in Chicago this week and reported that he has recently formed a partnership with T. J. Harrington of Oxford and purchased the elevator and grain business of L. H. Swan & Son at Wadena. The style of the new firm will be Rich & Harrington.

W. D. Foresman of Goodland, Ind., has placed his order for two Constant Grain Feeders with Eikenberry & Temple. One will be installed in the new elevator at Mt. Ayr, Ind., and the other at Foresman, Ind., where Mr. Foresman is making improvements preparatory to handling the coming crop.

O. L. Evans, Russiaville, Ind., July 18: Our wheat crop is an entire failure; oats heavy, but badly blown down by recent storms; prospect for corn splendid. Timothy hay almost an average crop; some clover mixed hay; but no pure clover at all. Farmers are asking high prices for hay and will hold until spring unless they get them.

Government weekly crop bulletin, July 17: Indiana—Favorable weather, with local rains; corn in silk and tassel; promises heavy yield; tobacco growing well; nearly ready for topping; a heavy oat crop and mostly in shock; fair rye crop in shock; haying is nearly finished; fair crops housed; bulk of clover and timothy cut; wheat threshing nearly completed; yield poor.

It was stated in the July 10th number that, "F. Edmonds, the scoop-man, who attempted to ship grain from Colburn, Ind., has withdrawn from the market." Mr. Edmonds writes under date of July 17, "I will continue in business and will pay the highest market prices for grain." Mr. Edmonds has no facilities for storing grain at Colburn. The Matt Schnable Grain Co. operates the only elevator at that point and is the only regular dealer.

The elevator of Buxton & Appleby at Scircleville, Ind., narrowly escaped destruction by fire recently. While burning cobs in the brick cob consumer a blazing corn husk fell upon a pile of cobs and husks lying between the elevator and the kiln, igniting them. The fire spread with great rapidity, but was extinguished by citizens with water buckets. A large quantity of trash scattered about added to the hazard. Now the owners will build an addition in which to store the cobs until used for fuel.

Fred P. Rush, Indianapolis, Ind.: Indiana's crop, all that is worth mentioning, is to be found between Vincennes, on the Wabash, and Evansville, on the Ohio. In these pocket districts there will be some good wheat. Thousands of acres will not be cut at all, will not pay for cutting. The failure will be the greatest this State has ever known. We have the best prospect for corn that Indiana has ever had at this time in the season. The acreage is large, and the outlook is that the yield will be 150,000,000 or 175,000,000 bushels. We shall have new oats in this market in fifteen or twenty days. There is a large acreage in oats and the crop, which is now being harvested, is good."

## IOWA.

Scalpers at Osceola, Ia., are P. H. McCarty and O. P. Lowe.

Wray Bros. are building a 20,000-bushel elevator at Creston, Ia.

## THE GRAIN DEALERS JOURNAL.

John Finn will attempt to conduct a scoop shovel business at Lenox, Ia.

The D. W. Hurst Supply Co., of Delmar, Ia., will improve its elevator.

Matt Archer has bot the elevator of Albro & Isham at Huntington, Ia.

An elevator is being built at Malvern, Ia., on the O. & St. L. R. R. by G. W. Wyant.

W. A. Baxter, a regular dealer at Greene, is doing a scoop shovel business at Stout, Ia.

James A. Yates, a regular dealer at Logan, is doing a scoop shovel business at Persia, Ia.

The Marfield Elevator Co. of Winona, Minn., will build a 40,000-bushel elevator at Stanhope, Ia.

C. S. Lawbaugh, Madrid, Ia.: Please take out my advertisement, as I think I have sold property.

J. E. Miller, a regular dealer at New Hartford, is doing a scoop shovel business at Arcdale, Ia.

The Richardson Co. of Chicago has built an elevator at Ponemah, Ia., on the A. T. & S. F. R. R.

The Spencer Grain Co.'s elevator at Chatsworth, Ia., was burned July 9, with 10,000 bushels of grain.

The elevator at California Junction, Ia., has been purchased by the Kinsella Grain Co., of Colon, Neb.

M. H. Spurgeon of Auburn has entered the employ of the Trans-Mississippi Grain Co., at Holstein, Ia.

At Lemars, Ia., A. R. Jones & Co., grain commission merchants of Chicago, have opened a branch office.

An elevator of 50,000 bushels capacity is being erected at Ritter, Ia., by the Sioux Milling Co. of Sioux City.

J. A. Funk, Blanchard, Ia., July 12: We will have the best crop of hay in 15 years, and it will be larger than usual.

C. C. Davis & Co. are remodeling the West elevator at Laura, Ia., putting in a new leg and a 5-h. p. gasoline engine.

The Kinsella Grain Co. is rebuilding its burned elevator at Blencoe, Ia., and has let the contract to Seeley, Son & Co.

L. H. Raymond, a regular dealer at Mondamin, Ia., is doing a scoop shovel business at other stations near Mondamin.

The McFarlin Grain Co. is planning to start construction for a new elevator at Campbell, Ia., on the C. M. & St. P. R. R.

W. E. Bomberger, a regular dealer at Gowrie, Ia., is doing a scoop shovel business at Somers through a man named Scott.

J. C. Riddle, Jewell, Ia., July 13: Crops are excellent; early oats being cut; corn crop promise simply immense in this vicinity.

Fred Hite is active in the scoop shovel business at Shellsburg, Ia., and is doing considerable injury to the grain trade at that point.

George A. Seavers, of Chicago, will build an elevator at Davenport, Ia., 110 feet high and with a capacity of 300,000 to 400,000 bushels.

M. Z. Bain, Brighton, Ia.: The decision on the landlord's lien law, in the Journal, was worth all I paid. Herewith find \$1 for the Journal.

I. L. Patton & Co., of Dexter, Ia., inform us that they will enlarge their elevator at that point by building on an oats house to hold 50,000 bushels.

O. A. Talbot & Co., of Osceola, Ia., will build a seed house in addition to their elevator. It will be equipped with an elevator leg and a seed cleaner.

Hall Grain Distributors have been installed in the new elevators at Dennis and Elberon Junction, Ia., by the Nye & Schneider Co., of Mason City.

M. Z. Bain, Brighton, Ia., July 13: Crops look well; fall wheat fair; oats good; corn looks splendid; hay crop about one-half and seed crop one-half.

A. Grant, who has succeeded C. F. Butler & Son in the grain business at Cotter, Ia., has nearly completed his new elevator. A gasoline engine will be put in.

George S. Neel & Sons have succeeded Johnson Bros., dealers in grain and lumber at Rippey, Ia., the new firm being composed of George S., W. A. and C. A. Neel.

The Inter-State Elevator Co., of Winona, Minn., will build a 50,000-bushel elevator at Schaller, Ia., and a 25,000-bushel elevator at Dolliver, Kossuth County, Iowa.

The Des Moines Elevator Co. is building annexes of cribbing to hold 20,000 bushels of oats, wheat or shelled corn, to its 8,000-bushel elevators at Clare and Callender, Ia.

E. Pankhurst of Boyd, Ia., after only one insertion of a small advertisement in the Journal, writes: "I wish you to discontinue my adv. in your paper, as I have made a sale sooner than I expected."

D. W. Hurst, Delmar, Ia., July 15: The season up to date has been almost perfect. Clinton County is making a good showing. Plenty of rain now is interfering with haying. Crops are No. 1 all thru.

The report that the Des Moines Elevator Co. has commenced work on the 300,000-bushel annex to its elevator, is premature. The company is considering, but has not fully decided as yet to build this fall.

C. F. Austin, who now resides at Gardner, Ill., informs us that he sold his elevator at Vincent, Ia., July 20, to J. B. Schmoker & Co., who have conducted a scoop shovel business, but are now regular dealers.

S. F. Miller has succeeded Miller & Hughes, grain dealers at Shellsburg, Ia., F. F. Hughes having withdrawn July 1. Mr. Miller is the only one at that point owning and operating an elevator. All others are scoop shovelers.

The Iowa Grain Dealers' Association continues to grow. Several division meetings have been held recently and more will be held soon. Secretary Wells is getting in touch with the troubles of members and applying remedies.

J. R. Smith & Son, of Lamoni, Ia., have purchased the grain house at Redding, Ia., and are buying grain there. The firm's new elevator at Humeston has been completed, and work will soon begin on small houses at Kellerton and Ellston, Ia.

M. Hennessy, Orient, Ia., July 12: Twenty-five cars of timothy were shipped from our station last year, and the prospects are for about the same amount this year, may be a little less. There is a good stand of clover and more hay is being put up than a year ago.

G. A. Pierson of Orient, Ia., was in Chicago this week and reported that recent rain assures a good corn crop for Southwestern Iowa. It did not injure small grain. Oats will be fully three-fifths of an average crop; timothy seed one-third of an average crop.

Fire broke out in the top of Miles Young's elevator at Winterset, Ia., June 28. The cleaning machinery was run-

ning and a journal on the separator became hot and started the fire, which was extinguished with water carried in buckets from a well outside the elevator. Loss, \$300.

Des Moines Elevator Co., at Corley, Ia., is taking down high driveways and putting in a low dump with Otto gas engine, and constructions for handling and loading ear corn, and also remodeling the whole elevator so as to make it a convenient and up-to-date house of about 18,000 bushels capacity.

A well attended meeting of the Gowrie division of the Iowa Grain Dealers' Association was held in Gowrie July 20th. D. A. Evans was elected chairman. It was decided to adopt forms of storage receipts and contracts, and uniform rates of storage were adopted as follows: Corn and oats, 15 days free from date first load is delivered, after which the charge shall be  $\frac{1}{4}$  cent per bushel for each 15 days or fraction thereof, and on wheat, rye and barley, 15 days free from date first load is delivered, after which the charge shall be  $\frac{1}{2}$  cent per bushel for each succeeding 15 days or fraction thereof.

J. R. Sage, director of the Iowa crop service, July 16: In the southern section haying is about completed, and harvesting small grain is well advanced. Returns of early threshing in that section indicate a better yield than had been expected. In the central and northern sections harvesting is well begun and grain is maturing rapidly, promising fair to good yield. The chief drawback is that grain of heavy growth is badly lodged; but loss from that cause will not be large. Many of the earlier reports expressed fears of injury to corn and other immature crops from effects of dry weather. But these apprehensions have been happily dispelled by copious showers that fell in nearly every county July 14 and 15. The showers generally fell moderately, and the moisture was nearly all absorbed by the soil.

## KANSAS.

H. M. Lloyd of Sterling, Kan., is building an elevator.

George Abell, it is said, is building an elevator at Perth, Kan.

Send us notices of new elevator, new firms and business changes.

The June deficit of the Kansas grain inspection department was \$304.

Lamboley & Johnson of Everest, Kan., will build an elevator at Perce Junction.

M. M. Moser of Kansas City has been appointed a Kansas state grain inspector.

The E. K. Nevling Grain Co., of Wichita, Kan., contemplates erecting three elevators in adjacent territory.

Work has been begun on a new 10,000-bushel elevator at Kinsley, Kan., for the Rock Island Grain Co., of Pawnee Rock.

The Clyde Mill & Elevator Co. has been incorporated at Clyde, Kan., with \$10,000 capital stock, by A. Wongrein and others.

J. H. Claussen of Wilson, Kan., has put in a new 12-h. p. gasoline engine, and has fully equipped his plant to handle his share of the big wheat crop.

The Hunter Milling Co. of Wellington, Kan., has begun work on a new elevator at Argonia. This is one of several which the company is erecting at various points.

Kansas wheat will be ground this year by many eastern millers for the first time. Experience will teach them its superior quality and add to the reputation

of the grain in the markets, thereby benefiting the producers in that state.

While putting a load of ears thru his sheller, A. Montgomery of Jamestown, Kan., shelled out a number of \$20 bills. He gathered up about \$200 and deposited the money in bank, to be called for by the granger who hauled the load to his elevator.

J. H. Cavanaugh & Co., Effingham, Kan., July 23: Both wheat and oats are all harvested in this section; yield and quality very good. Flax, which is now being harvested, will make about 10 bushels per acre. The prospect for a full crop of corn at this season of the year was never better.

Government weekly crop report, July 17: Kansas—Corn continues good in most of the eastern counties; seriously damaged in central and western, and dead in some northern; wheat harvest nearly finished, crop of very good quality, yield from 15 to 35 bushels per acre; hay and flax cutting, good crops.

## MICHIGAN.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

The old elevator at Howell, Mich., has been removed to the Burns elevator, recently bot by the Michigan Milling Co.

Fire at Birch Run, Mich., July 5, destroyed the grain elevator of Charles Wolahan, with 2,000 bushels of wheat. Loss, \$9,000; insurance, \$5,000. The plant is to be rebuilt.

James McLaughlin, formerly of McLaughlin & Co., Jackson, Mich., has bot the grain elevator and bean-picking plant of E. H. Lake at Holly, to which place he will remove his family, and prepare to handle the coming crop.

The new firm of Doty & Davis has succeeded J. M. Burtsch & Co. in the elevator business at Grand Ledge, Mich. Walsh & Davis have dissolved partnership, J. H. Walsh continuing in the employ of the new firm which is composed of William F. Davis and Sanford P. Doty.

Government weekly crop bulletin, July 17: Michigan—Frequent showers have retarded haying and harvesting, but otherwise were very beneficial; hay somewhat damaged and nights too cool for corn; oats, potatoes, beans and garden truck continue promising; sugar beets in very fine condition; wheat threshing begun.

The Michigan Milling Co. is extensively engaged in the handling of coarse grains, and by its acquisition of C. E. Burns' elevator at Howell, Mich., is enabled to handle a large bean trade, Mr. Burns having employed nearly 100 persons. The company also has acquired the seed and bean business of Allmendinger & Schneider, with elevators at Vernon, Azalia and Oak Grove. When the company was formed, early this year, it secured the elevators of the Ann Arbor Milling Co., at Owosso, Howell and Chilson.

## MINNESOTA.

G. C. Stevenson, of St. Charles, Minn., is putting in machinery.

M. J. Phinney and others will build an elevator at Kenneth, Minn.

The Peavey Elevator Co. contemplates erecting an elevator at Woodstock, Minn.

The Farmers' Elevator Co., of Eagle Bend, Minn., has let the contract for an elevator.

Chief Grain Inspector Reishus, of Minnesota, states that the staff of employees in his department will probably be reduced because of the short crop.

The directors of the Minneapolis Chamber of Commerce have suspended the grain commission firm of Shepard & Minckler for violating the rules.

F. A. Hunt, grain dealer of Minneapolis, Minn., is charged with having drowned his wife in Lake Clanhassen. His connection with the grain trade is recent.

Peavey Elevator Co., Minneapolis, Minn.: The advertisement was satisfactory, as we have had a great many answers to same. Sale is not yet completed; but that is not the fault of the Journal.

N. Zeches & Co., St. Charles, Minn., July 18: Principal crops here are barley, oats and corn, some wheat and flax; no timothy seed worth cutting; other crops very poor. Barley will average from 15 to 20 bushels.

The Marshall County Elevator Co. has been incorporated at Warren, Minn., to buy, sell and handle grain. Capital stock, \$10,000; incorporators, O. Sands, P. Paulsen, M. Sands, P. Nordlund, A. G. Hagglund, G. F. Carleton, all of Warren.

The Era Grain Co. has been incorporated at Minneapolis, Minn., to store and handle grain. Capital stock, \$50,000; incorporators, A. E. Anderson, of Minneapolis; P. M. Ingold, of Spencer, Ia., and E. R. Anderson, of Buffalo Center, Iowa.

The Minnesota Grain Co. has been incorporated at Minneapolis, Minn., to succeed Robbins & Warner, grain commission merchants. Capital stock, \$50,000; incorporators, N. O. Werner, president; Nels Enge, vice-president; C. O. Werner, secretary; Daniel Engstrom, C. M. Reese, Carl Werner and Edward Miller.

Government weekly crop bulletin, July 17: Minnesota—Scattered showers in north portion early in week and general rains in south portion beginning 14th; spring wheat much improved on area remaining, harvest expected from 20th to 25th; barley and oat harvest progressing and rye and winter wheat in shock; considerable damage by hail to spring wheat in northern counties; small hay crop nearly secured, in good condition.

A party of grain men recently made a trip over the Northwestern line from Winona, Minn., as far as Pierre, S. D., as the guests of the company, to observe the condition of crops. The party returned July 11. It is reported that the crop conditions have improved very much in the past two weeks. The situation is mixed, some sections showing very good and others very poor. On the whole it is believed that the crop will come nearly up to the average.

## OUR MINNEAPOLIS LETTER.

Minneapolis, Minn., July 24.—Ample time has elapsed since the rainfall of the first week in July to demonstrate just how much benefit was derived by crops from the moisture. There is now no doubt that the precipitation in localities suffering most severely from drouth was of little or no benefit to wheat and that the improved appearance of the grain is caused by a rank growth of weeds which are overwhelming the stunted grain. In this respect, North Dakota, Manitoba, the northern tier of counties in South Dakota and the northern portion of Minnesota have suffered most. In the remaining portion of the Northwest the

wheat yield will be large, in some instances larger than last year, and other grains and pasture have improved wonderfully during the past three weeks.

At the date of my last letter, July 9, September wheat was quoted at 80 1-4c. Since then the market has weakened considerably and is now nearly four cents lower. The decline was brought about primarily by an estimate of the spring wheat yield of Minnesota and the Dakotas, which the Minneapolis Journal's crop expert, Mr. H. V. Jones, placed at 135,000,000 as a minimum yield, and 150,000,000 maximum. While the belief was general that these figures were entirely too large, the bull contingent dropped their holdings as though they were hot, and the result was that the bears had everything their own way for a time. Returns are now beginning to show the fallacy of the Jones' estimate and the yield of the three states is generally placed at 100,000,000 bushels. Accepting these figures as approximately correct, and with the great reduction in the estimated yield of the Pacific coast states, bulls have regained confidence in the outlook for higher priced wheat and may be expected to put wheat on a higher level in the near future, unless something unforeseen happens.

Advices from the Red River valley are that the harvesting of wheat will become general this week, and while it is admitted that the crop will be light, there are many places where a month ago a yield of from 6 to 8 bushels per acre was all that was expected, the returns are now promising 15 bushels. The late flax is doing well and will be a very profitable crop if conditions are favorable between now and the time it is harvested.

The Sleepy Eye Milling company's elevator at Morgan, Minn., on the Redwood Falls branch of the Northwestern road, was completely destroyed by fire last Sunday. There were only about 500 bushels of wheat in the elevator, which was insured for \$2,000. The origin of the fire is unknown. The building was hardly in smouldering ruins before Honstain Brothers, of Minneapolis, had received orders to build a 20,000 bushel elevator on the site of the burned structure. The new building will be provided with a gasoline engine and dump scales. A coal shed, 14 x 84 feet, will also be constructed.

Honstain Brothers recently received contracts for two more 25,000 bushel elevators on the Tyler-Hendricks branch of the Northwestern road, at Ivanhoe and Hendricks, for the Bay State Milling company, of Winona, making in all ten elevators which they will construct on this line during the season. They will all be modern country elevators and be fitted with gasoline engines and dump scales.

The 200,000 bushel elevator which Honstain Brothers are building for the Eagle Roller Mill company at New Ulm, Minn., is practically completed.

The work of tearing down the old City Elevator of Minneapolis is almost finished and Honstain Brothers have commenced work on the elevator at St. Louis Park, which will be constructed partly from the material taken from the old building.

The board of directors of the Minneapolis Chamber of Commerce have done some more weeding out. This time action was taken against the firm of Shepard & Minckler, who were indefinitely suspended. No reason has been assigned for the suspension.

The bonanza farmer, Mr. Larimore, of Larimore, N. D., was a visitor on the board of trade yesterday, and when asked of what benefit the rainfall of the early part of this month was to wheat, replied that so far as his personal observations went, it was of little benefit, except to grain on summer fallow. He said he had 1,000 acres of wheat on fallow land which he expected would bring good returns as the result of the rains, but he feared he was doomed to disappointment, for weeds were becoming so plentiful that all that could be looked for now was a return of the seed. He said he had never seen wheat so spotted—one farm would produce a good yield and another a few miles distant would be as badly damaged by drouth as to necessitate plowing under.

Mr. Larimore declined to venture an estimate of the probable yield of North Dakota, declaring that it was utterly impossible for anyone to judge, as a great deal of wheat had already been plowed under and more might as well be for all it would return the farmer would not pay for the cutting.

A large party of Minneapolis elevator and grain men left today for a tour west on the Great Northern road to inspect crops and decide whether it will be necessary to close any elevators this fall. They will return Friday or Saturday.

G. S. Barnes, the well known commission man, who has offices in Minneapolis, Duluth and Fargo, was a visitor in this city today, having come down from his farm near Fargo. He has a farm of 5,000 acres, of which 4,000 acres are under cultivation. He takes exception to the Jones estimate and says the three states won't raise over 100,000,000 bushels at the outside. It is impossible, he declared, to estimate the yield of North Dakota because of the spotty condition of the grain. He places the acreage of wheat sown this spring at between four and five millions, but says a great deal of it has been plowed up and more is being plowed under now. As an indication of the prospective yield, he points to the sales of binder twine, which he says will not be over a third of what they were last year. As to flax, he believes the crop depends altogether on favorable weather from now until it is harvested.

J. P. K.

#### MISSOURI.

H. C. Fastabend, Elmo, Mo., July 11: The wheat crop is fine in this section.

A grain elevator and warehouse are being built at Hamburg, Mo., by the H. J. Seib Grocer Co.

Alonzo Haney and Andrew O'Ferrall have formed a partnership in the grain business at Canton, Mo.

The elevator of the Kansas City Grain Co. at McCallburg Mo., was recently blown down in a storm.

J. D. Goodpasture and L. M. Thompson of Maitland, Mo., have formed a partnership in the grain business.

The Christie Grain & Stock Co. has been incorporated at Kansas City, Mo. Capital stock, \$100,000; incorporators, C. C. Christie, Bruce Detrich and J. H. Tinker.

The July report of the Missouri state board of agriculture gives the condition of wheat at 90 per cent; oats, 95; corn, 98; rye, 93; flax, 92; castor beans, 94; broom corn, 87. The yield of wheat per acre is estimated at 16 bushels.

Government weekly crop bulletin, July 17: Missouri—Drouth in northern and

western sections partly relieved by local showers on the 15th; corn considerably damaged by drouth in few counties, but generally not seriously injured; cotton worked out and much improved; oat harvest and haying progressing favorably; flax yielding well.

#### NEBRASKA.

E. P. Mumford has bot the grain elevator and stock business at Rockford, Neb.

The Howard Miller Lumber Co. of Battle Creek, Neb., has purchased a Hall Grain Distributor for its elevator.

Jones Grain Co., Nebraska City, Neb., July 18: Oats promise a good crop; prospects for corn are excellent. Wheat has been harvested and is of good quality; yield heavy.

The elevator and grain business of D. W. Sturgeon at Liberty, Neb., has been purchased by the Jones Grain Co., of Nebraska City. The new concern has taken possession and has installed M. J. Orr as local agent.

T. G. Arrowsmith, Mt. Clare, Neb., July 17: The new wheat in this section is good quality, testing 59 to 62 1-2, and the average per acre is about 22 bushels. Oats are light; corn is looking good considering the weather we have had in the past ten days. The drouth was broken last night by three inches of rain.

Government weekly crop report, July 17: Nebraska—Hot and dry until Sunday, when general and heavy rains relieved drouth in all counties; excellent week for harvesting and threshing; days preceding rain very unfavorable for corn and early planted in most southern counties permanently injured to considerable extent; late corn generally little, if any, damaged; haying commenced and crop light.

#### NEW ENGLAND.

Clark & White, grain dealers at Concord, N. H., have dissolved partnership.

The burned elevator and storehouse at St. Johnsbury, Vt., is being rebuilt by the McLean Milling Co.

Edward P. Merrill, grain broker, Portland, Me., writes: Millfeed for this market should be in hundreds; no sale here for two hundreds; no sale for millfeed in bulk. The trade here believes in corn at present prices. Corn this year comes forward in good condition. We shall have a good fall business. The mutterings in the far east mean noisy workshops and prosperous farms in New England.

#### NEW YORK.

Isaac Griggs, since 1857 a grain and feed dealer at New York city, died July 10, of peritonitis.

Edward F. Keegan's grain and feed warehouse at Fort Wadsworth, N. Y., was recently burned.

The office of Lewis G. Tewksbury & Co., brokers on the New York Produce Exchange, was closed July 13, on an attachment for \$12,472.

Fire at Brooklyn, N. Y., July 11, destroyed the grain elevator of the W. S. Limond Grain Dryer Co. The flames started in the top floor and spread rapidly thru the building, which was as dry as tinder. Loss, \$50,000; insured.

Spencer Kellogg, proprietor of the Kellogg Elevator at Buffalo, N. Y., has brot suit against the Western Elevating Association, and various railroads, alleging conspiracy. He believes his competitors have combined to prevent him from

making any money. All the canal grain has been going thru the elevators practically free.

Spencer Kellogg, proprietor of the Kellogg elevator at Buffalo, N. Y., has brot suit in the Federal Court for a mandatory injunction to compel the Lehigh Valley Railroad Co. to place at his disposal sufficient cars to transport 50,000 bushels of corn to New York at a rate not exceeding 2 1/4 cents. The railroads collect for the transportation an amount sufficient, it is said, to include the elevating charges. When elevated thru houses controlled by the trust the charge for elevating is paid to the Western Elevating Association; but when the grain goes thru Kellogg's elevator the railroads pay no elevating charges.

#### NORTHWEST.

Farmers propose to build an elevator at Hurley, S. D.

Readers will confer a favor by sending notices of new elevators, new firms and business changes.

A company has been formed at Davis, S. D., to build a farmers' elevator. Frederick Boterman is president.

A. A. Truax informs us that owing to his extended lines his office has been removed from Alexandria to Mitchell, S. D.

The new elevator of the St. Anthony & Dakota Elevator Co., at Putney, S. D., is equipped with the Hall Grain Distributor.

W. G. Bickelhaupt, of Aberdeen, S. D., informs us that he contemplates retiring from the grain business, and will sell or lease his elevators.

The elevator at Sanborn, N. D., owned by the Cargill Elevator Co., of Minneapolis, Minn., was burned July 4, with 6,000 bushels of grain. Loss, \$7,500.

Burgess & Dillenbeck, of Sharon, N. D., are building a feed mill and 30,000-bushel elevator at Lynchburg, and a 40,000-bushel elevator at Chaffee, N. D.

Burgess & Dillenbeck, Sharon, N. D., July 16: The wheat crop in this vicinity and for 60 miles northwest is a total failure. Flax crop late; early frost will spoil 2-3 of crop. Farmers will probably be able to get hay enough for stock, but will be short on oats. Farmers have turned off most of their help.

Government weekly crop bulletin, July 17: North Dakota—All vegetation except wheat has improved since recent rains; what wheat is left is beginning to fill, with short heads, and its general condition not improved, although cool weather favored it; corn, potatoes and fodder crops growing rapidly; flax doing very well, except that recently sown which is poor; haying commenced, poor yield. South Dakota—Warm week, though latter part cool and cloudy, with ample rains, except Black Hills counties; corn, flax, grass and potatoes doing well; late hay prospect considerably improved; where not previously worthless, spring wheat improved and plump, healthy kernel generally indicated, promising fair to good yield in extreme southeastern counties, elsewhere poor to fair, with good quality expected generally, some fields ripe in extreme southeast; much corn in tassel.

The Chicago, Milwaukee & St. Paul Railway has received 125 applications from grain firms desiring to build and operate elevators along its new extension thru Charles Mix county, S. D. The entire line is to be completed to Platte by Oct. 1. W. N. Day, division agent for the company, who has supervision over elevator sites, says: In deciding on who

should be given first choice in the selection of men to have the elevators, preference was given to the men who live along the line of the road, who expect to live in the new towns and assist in their development. Sites have been decided for nineteen elevators, which will be built immediately. There will be four at Platte, four at Geddes, two at Lake Andes, three at Wagner, four at Avon and two at Tabor. Not only will Charles Mix county contribute grain to these elevators and the cribs which are to be built around them, but all the magnificent country along the south side of the river will be tapped. We have arranged to have three lines of ferry boats run for the transportation of grain and live stock across the river to our stations. One of the ferries will be at the mouth of Pease creek, eight miles south of Geddes, another will be at Wheeler and a new one at Running Water. Much of the freight which these ferry boats will carry across the river and much of the grain and live stock from all along the new line will be poured into Sioux City.

#### OHIO.

Join the State Association.

Keck & Christman Bros. will build an elevator costing \$10,000 at Bryan, O.

J. W. Mellen of Van Wert, O., has bot the elevator at Grover Hill, O., of Churchill & Co.

The Imperial Grain & Milling Co. has been incorporated at Toledo, O., with \$15,000 capital stock.

Readers will confer a favor by sending us notices of new elevators, new firms and business changes.

Boyce & Coon contemplate increasing the capacity of their elevator on the Toledo & O. C., at Bowling Green, O.

The steel siding and roof is being placed on the new elevator of the O. Davis Grain Co., at College Corner, O.

Robert Davidson, of German, O., has removed to Glen Karn, where he has purchased and will operate the grain elevator.

H. H. Roose of Edgerton and John P. Anspach of Dorset have purchased the grain elevator and electric light plant at Payne, O.

The Kirby Grain Co. has been incorporated at Chillicothe, O. Capital stock, \$5,000; incorporators, R. H., A. M. and H. M. Kirby, all of Austin.

The trustees of the Grain, Hay & Feed Receivers' Association, Cincinnati, O., recently elected George Munson, president; Charles S. Maguire, secretary, and J. A. Loudon, treasurer.

Do not lend bags, with the expectation of the borrower bringing his grain to you in them. Farmers have no conscientious scruples in this matter, they sell to the dealer who offers an eighth above others.

At a meeting in Toledo of the Cincinnati, Hamilton & Dayton Elevator Co., it was decided to make some repairs to Elevator A. It is not likely that Elevator B, which was burned last year, will be rebuilt.

The Ohio Cereal Co. has been incorporated at Circleville, O., to deal in grain, hay and feed, and milling wheat and corn. Capital stock, \$500,000; incorporators, H. R. Heffner, H. S. Heffner, W. T. Heffner, Joseph P. Smith, Edward E. Smith, James I. Smith and Henry M. Cutts.

It is reported from Fostoria that farmers of Jackson township recently lost \$6,000 on wheat in Toledo bucket shops. A prominent farmer realized \$1,200 from a "flyer" and told his good luck to his

neighbors with such effect that they made up a purse for him to play. He quit sadder, wiser and \$6,000 poorer.

Morgan Johnson, Greenville, O., July 10: Wheat in this state is almost an entire failure; this county, Darke, has none. The prospect for a large crop of oats is good, and the quality seems excellent. I have resided here 11 years and have never seen such a promise of a large corn crop as now, with a large acreage planted, so much wheat having been killed last spring.

Government weekly crop bulletin, July 17: Ohio—Weather favorable for harvesting; quality of hay good, yield light; wheat harvest continues, quality of grain variable, yield very poor; oat harvest begun, crop good; corn, gardens and potatoes doing well in north and west, but damaged by drouth in southeast.

#### PACIFIC COAST.

Eppinger & Co. have appointed C. W. Tracy manager of their branch at Portland, Ore.

The first car of new wheat was received at Portland, Ore., July 8, a month earlier than usual.

E. Larimore, of Scio, Ore., proposes to build a flax fiber mill costing \$25,000 at Eugene, if inducements are offered.

Storage room for the new wheat crop is lacking on the Pacific Coast. Much will be packed in sacks in the open.

The grain trimmers on every dock at Portland, Ore., went on strike July 16. They desire an advance of 10 cents on the present schedule of 30 cents an hour.

The first new wheat of 1900 was received June 30 by the Pacific Coast Elevator Co., at Whitman, Wash., being the earliest delivery for several years back, in the Pacific Northwest.

A. F. Thane, manager of the Portland branch of G. W. McNear & Co., San Francisco, Cal., has removed to headquarters, and will be succeeded at Portland by Charles E. Curry.

We have a large crop of wheat in this section of the country; but don't tell anyone, for if it gets to the ears of vessel owners they will raise the price of freightage for export—New West Trade, Spokane, Wash.

Aaron Kuhn of Colfax, Wash., has exchanged his large warehouse at Pullman with G. W. Ford of that place, for the warehouse at Granite Point on the Northern Pacific, formerly operated by Stephenson Bros.

The Interior Warehouse Co. has been incorporated at Portland, Ore., to operate houses formerly a part of the Heisland-Warner system. Incorporators, W. J. Burns, Alexander Baillie, David Patullo and F. D. Chamberlain.

The Puget Sound Warehouse Co. has bot of R. B. Smith the warehouses formerly operated by the Kershaw Grain Co., at Clyde, Lee, Dry Creek, and Adkins, Wash., and Vansycle, Waterman, Stanton, Helix, Warren, Fulton, Hillsdale and Athena, Ore.

Government weekly crop report, July 17: Washington—Spring wheat light and fair crop, filling well; oats poor in eastern section on account of dry winds; root crops and potatoes fine. Oregon—Week warm and dry, favorable for ripening and filling spring wheat; fall wheat and oat harvest well advanced.

The storage charge on grain in the Pacific Northwest, which originally covered about three months, has been extended to permit storage for an entire

year at the same price. The storage charge is collected July 1 at most points; and wheat now in store can lie for another year without additional cost to the holder.

#### PENNSYLVANIA.

Mr. Ulsh has succeeded Ulsh & Brandt, grain dealers at Millerstown, Pa. During June 2,527 cars of corn and 373 cars of wheat were inspected at Philadelphia, the receipts being 2,687,000 bushels of corn, 357,000 bushels of wheat and 864,000 bushels of oats; against 2,580,000 bushels of corn, 199,000 bushels of wheat and 906,000 bushels of oats during June, 1899. The exports for June were 3,126,000 bushels of corn, 303,000 bushels of wheat, and 1,060,000 bushels of oats; compared with 2,615,000 bushels of corn, 78,000 bushels of wheat and 683,000 bushels of oats during the same month of 1899.

#### SOUTHEAST.

The Queen City Stock & Grain Co., of Birmingham, Ala., has suspended business.

The Morgan & Hardy Grain Co., of Union City, Tenn., shipped 28 cars of wheat July 11 and 12.

Confine your business to members of the Norfolk Grain & Hay Association when shipping to Norfolk, Va.

The Versailles Elevator Co. has bot the grain elevator of George C. Graddy on the Southern Railway at Versailles, Ky., for \$9,000.

W. W. Sanders, who for a number of years has managed the Union Elevator at Chattanooga, Tenn., will engage in the grain business on an extensive scale.

F. B. Wycus & Co., Dycusburg, Ky., July 19: Crops being threshed in good condition and turning out fairly well in quantity; quality good, mostly No. 2. Orders for millstuff good, some advance in flour and bran.

L. L. Peak, of Chattanooga, Tenn., is closing out his grain business and will engage in milling as one of the proprietors of the Shelton Mills. The mill company has leased the Union Elevator and Mr. Peak's warehouse.

The Montgomery Warehouse & Grain Elevator Co. has been incorporated at Montgomery, Ala., to erect grain warehouses and elevators. Capital stock, \$25,000; incorporators, J. E. Hall of St. Louis, E. A. Graham and R. H. Jones of Montgomery.

The grain committees of the Baltimore Chamber of Commerce have been re-elected. John C. Legg and Edwin Hewes are chairman and vice-chairman respectively of the wheat committee; Emory Kirwan and L. J. Lederer of the oats committee, and Joseph Tate and Charles E. Parr, of the rye committee.

The government crop report issued July 10 gives the condition of cotton as 89 per cent in North Carolina, 79 in South Carolina, 74 in Georgia, 78 in Florida, 70 in Alabama, and 64 in Mississippi and 76 in Tennessee. The condition is the poorest for the 34 years that records are available.

Richmond, Va., has a grain exchange which is disposed to keep its members in the straight and narrow path. Dealers who confine their shipments to members stand some chance of getting fair treatment. There are some sharpers in that market who solicit grain shipments that can not obtain admission to the local exchange. And what is worse these very

tricky brokers succeed in getting shipments from some dealers who think they are very careful.

B. F. Robinson of Norfolk, Va., who has been soliciting shipments from Indiana and Ohio grain shippers recently, is a brother of N. T. Robinson, who gained such an unsavory reputation for his mismanagement of the Standard Hay Co., of that city. B. F. Robinson is between 16 and 17 years of age and is working in an office at \$3 per week, hence has no time to attend to a brokerage business, even were he so disposed. The tempting offers sent shippers over his name are no doubt dictated by his elder brother.

Government weekly crop report, July 17: Kentucky—Only light showers occurred in most localities favorable for cultivation, harvesting and threshing; farm work progressed rapidly, and in the eastern and central portions is well up; reports continue to show better yield of wheat than was expected; corn and tobacco have improved; oats generally very fine. West Virginia—Clear, dry weather, favorable for farming operations, but too dry for vegetation; all crops need rain badly; wheat threshing and haying now generally in progress, and oat cutting will begin this week, with prospects of fair yield.

The directors of the Richmond Grain & Cotton Exchange held their annual meeting July 11. The report of the secretary for the year closed June 30 showed receipts of wheat, 578,696 bushels; corn, 1,684,348 bushels; oats, 1,010,164 bushels; rye, 29,988 bushels; total, 3,303,196 bushels an increase of 689,230 bushels; flour, 168,492 barrels, an increase of 33,122 barrels; hay, 26,791 tons, an increase of 720 tons; mill offal, 7,113 tons, an increase of 1,974 tons. The grain inspector reported 415 cars grain inspected, and hay inspector reported 185 cars of hay inspected during the year. Captain B. A. Jacob was re-elected secretary and treasurer for the ensuing year. The election of grain inspector and hay inspector was deferred to wait the recommendation of the Grain and Hay committees. The following standing committees were chosen: Grain—F. H. Deane, S. R. Gates, C. L. Todd, W. R. Johnson, J. F. Jacob, T. L. Moore, and W. U. Bass. Hay—W. J. Todd, W. U. Bass, C. R. Tomlinson, George D. Mayo, and E. H. Savage. Arbitration—J. D. McIntire, R. M. Pilcher, George A. Haynes, Monroe Levy, and W. C. Bentley. Appeal—N. R. Savage, Nat. Frazer, J. P. Branch, M. J. Mussen, R. M. Smith, W. J. Todd, and C. W. Antrim.

#### SOUTHWEST.

S. E. Dupuy has succeeded W. P. Wright in the grain business at Ouray, Colo.

The Grain Dealers' Association of Indian Territory is growing, writes Secretary W. J. Strange of Chelsea.

The Boulder Farmers' Mill & Elevator Co. has been incorporated at Boulder, Colo., with \$30,000 capital stock.

The Clay County Mill & Elevator Co. has been incorporated at Piggott, Ark., with \$10,000 capital, by H. W. Moore and others.

Cory & Shepard, composed of J. M. Cory and M. J. Shepard, have leased the elevator of C. B. Franke at Pond Creek, Okla., just completed.

The Independence Milling & Elevator Co. has been incorporated at Boulder,

Colo. Capital stock, \$25,000; incorporators, C. W. Badgby, B. B. Badgby and E. F. Chessman, all of Boulder.

Government weekly crop bulletin, July 17: Oklahoma and Indian Territories—Drouthy conditions damaged corn and other crops to some extent, but otherwise week was favorable; wheat, oats, barley and hay secured under good conditions and yielding well; cotton blooming, bolls appearing; kaffir corn and broom corn doing well; plowing for fall wheat well advanced. Colorado—Light rains general in mountains on 15th; harvest of winter wheat nearing completion; ranges drying, upland crops burning; early corn tasseling.

#### TEXAS.

Elevator B at Galveston was opened June 30. The house holds 600,000 bushels.

Hinz & Plageman of San Francisco will build a 2,000-barrel rice mill at Beaumont, Tex.

The Texas railroads have announced that shipments for Galveston will be received as formerly.

The grain and seed warehouse of Hanna & Leonard at Galveston, Tex., was burned July 5. Loss, \$15,000; insured.

Handle oats at a profit or not at all. If your competitor insists upon paying more than they are worth, let him have them.

The Hillsboro Grain & Elevator Co. has been incorporated at Hillsboro, Tex. Capital stock, \$10,000; incorporators, S. B. Locke, T. F. Thompson and A. J. Thompson.

In connection with the emergency rate from Texas common points to St. Louis and Chicago, the Santa Fe Railroad will permit the inspection of wheat at Kansas City.

The A. S. Lewis Grain Elevator Co. has been incorporated at Waco, Tex. Capital, \$10,000; incorporators, A. S. Lewis, R. H. Dowman, W. W. Cameron, F. A. McDonald and Walter P. Binyon.

The Hanna & Leonard Elevator & Warehouse Co. has been incorporated at Galveston, Tex. Capital stock, \$40,000; incorporators, James J. Hanna, George Seeligson and B. C. F. Leonard.

The grain blockade at Galveston has been relieved to some extent. More ships are arriving to load. The decline in the price of wheat has induced export buying and has enabled the elevator company to store more grain within its insurance limit. Over 1,000 cars of grain were on track the night of July 12.

Texas millers complain that the low export grain rates made by the railroads are resulting in wheat being shipped away from points within the state. The millers have to pay 75 per cent more to have the grain shipped to Texas points. The state railroad commission has been appealed to, and will look into the merits of the controversy.

Secretary H. B. Dorsey, under date of July 13, writes: "I am in receipt of telephone message from Mr. J. N. Griswold, D. F. A. of the Santa Fe, in which he advises me that in connection with the Mallory Steamship Line, the Santa Fe is making a rate on oats in sacks, carload lots, from all points on the G. C. & S. F., in Texas, except west of Belton, of 32½ cents per 100 pounds, in shipments of not less than 100,000 pounds on any one steamer, to Charleston and Georgetown, S. C., Wilmington, N. C., Jacksonville, Fla., and Brunswick, Ga. This rate is

effective at once, but no time or limit is given for it to expire. The Santa Fe has also put in a 20 cent rate on wheat from all points on the G. C. & S. F. to Fort Madison, Ia., and a 26 cent rate on wheat from all G. C. points to Chicago. In both instances west of Belton is excepted, and this rate on wheat expires on July 31, 1900."

#### MEETING OF TEXAS DEALERS.

The special executive meeting of Texas dealers, held in Dallas, July 10th, was called to order by President J. P. Harrison of Sherman at 2 p. m., about half the members being present. Among those present were H. B. Dorsey, Weatherford; J. L. Cleveland, Cleburne; W. E. Werkheiser, Temple; J. T. Stark, Plano; W. C. Witmer, Garland; W. W. Majors, Midlothian; C. F. Gribble, Sherman; H. P. Turner, Van Alstyne; J. A. Stephenson, Alvarado; G. J. Gibbs, Clifton; J. H. Ardrey, Godley; C. P. Shearn, Houston; W. B. Harrison, McKinney; C. F. Witherspoon, Denton; H. B. Sears, Valley Mills, and others.

President Harrison said: "Texas grain dealers recognize the fact that they have an immense oat crop, as well as a big wheat crop, to handle. Texas has raised 25,000,000 bushels of oats this year. We have lots of oats that will run up to seventy-five and eighty bushels, and wheat up to thirty bushels to the acre."

"The main object of this meeting was to devise some means for exporting these oats and to see if they could be handled for export purposes. We have been figuring on the freight rates and other expenses today."

"The Texas oat crop has always gone to the Southeast for seed purposes, but this crop is a great deal too large to be used up in the ordinary way, and we have simply got to have an outlet for it."

"Not more than a dozen cars of wheat have gone to Galveston that were not graded No. 2, and the oats are fully as good grade. I have been in the grain business twenty-two years, and have never seen such a crop before."

"Yes, the big crop and the good prices have set the north Texas farmers wild, and the small grain crop planted in that section next year will be immense, when the farmers compare the result with raising 5 cent cotton."

#### WISCONSIN.

The W. W. Cargill Co., of La Crosse, Wis., is building elevators.

A small elevator is being erected at Deer Park, Wis., by the New Richmond Roller Mill Co.

The Northern Grain Co., of Chicago, contemplates erecting another elevator at Manitowoc, Wis.

The water at the dock of the Cargill elevator at Green Bay, Wis., is being dredged to a uniform depth.

It is said that Robert Eliot and G. W. Marling will retire from the firm of Robert Eliot & Co., at Milwaukee, Wis., and that Edward H. Dadmun, Louis L. Runkel and Timothy Sullivan will continue the grain business.

The William Rahr Sons Co., brewers and maltsters of Manitowoc, Wis., are having their elevator overhauled and remodeled, putting in new scales, cleaners and dust collectors. H. C. Rau of Milwaukee has the contract.

J. Blakeslee of Whitewater, Wis., after having been engaged in the grain business at that place for nearly 20 years, has leased his elevator and feed mill and

sold his stock to David Tuill and Frank Hawes. Improvements have been made during the past year which render the facilities for grinding very complete.

Government weekly crop bulletin, July 17: Wisconsin—Light showers, no excessive rains except in vicinity of La Crosse; week favorable for haying and harvesting wheat and rye; hay very light on upland, fair on marsh lands; oats and barley nearly ripe, generally thin, and straw short; corn making excellent growth; pastures improving.

The Milwaukee Chamber of Commerce has made the following changes in rules: That section 1 of rule XVII be amended by striking out the words "600 bushels shall constitute a carload of wheat, corn or rye, 750 bushels a carload of barley," and inserting in place, "40,000 pounds shall constitute a carload of wheat, corn, rye and barley."

#### COBS.

Two hundred exporters of New York have joined in an endeavor to secure the refund of stamp tax paid on export bills of lading. It is alleged the tax is in conflict with the constitution of the United States providing that no tax or duty shall be laid on articles exported from any state.

R. U. Cunningham, a merchant of Valencia, Spain, desires to import wheat direct from the United States. During the past ten months 38,000 tons of foreign wheat entered the port of Valencia, principally thru the hands of Marseilles middlemen. The wheat grown in the district requires the admixture of foreign grain to enable millers to make good flour.

Good roads are favored by farmers, not only because the cost of hauling is less, but because well built roads enable them to reach market in wet as well as dry weather. A farm easily reached over a good road is worth several dollars per acre more than one which is buried in a sea of mud during the winter and lost to sight behind a storm of dust in summer.

J. F. Zahm & Co. say: Speculate in wheat if you feel like it. There's nothing wrong in it. But don't get excited. Put some ice in your pocket and keep cool. Don't take too big a deal. If you've been lucky, don't lose all you made. Put a little away for a "rainy day." Take fair profits, and don't get stubborn and take a big loss. If you haven't any money to lose, you'd better not speculate at all.

The Western Union and the Postal Telegraph Companies have declined the proposition of the Chicago Board of Trade. The Board has declined a counter proposition from the companies. Accordingly the two companies will stop sending out market quotations on July 31. The Board is making arrangements with the Chicago & Milwaukee Telegraph Co., to send out the quotations. This does not end the matter. The companies are confident that the quotations can not be withheld, owing to their public character.

Spain's imports from the United States, thru Malaga, during 1899 included 52,800 bushels of wheat and 200,000 bushels of corn and barley. The value of the wheat imported into Spain during 1897 was \$3,533,000, all of it from Russia, France and Roumania. The tariff on wheat imported into Spain is 8.00 pesetas per 100 kilograms; on corn and barley, 4.40 pesetas. The value of the agricultural exports from the United States to Spain has decreased from \$11,780,000 in 1894 to \$8,667,000 in 1898.

## PATENTS GRANTED

Walter T. Forbes, of Atlanta, Ga., has been granted letters patent, No. 653,226, on a bale tie.

Silas M. Bragg, of Gurdon, Ark., has been granted letters patent, No. 653,789, on a hay press.

Fred C. Olin, of Buffalo, N. Y., has been granted letters patent, No. 653,876, on a gas engine.

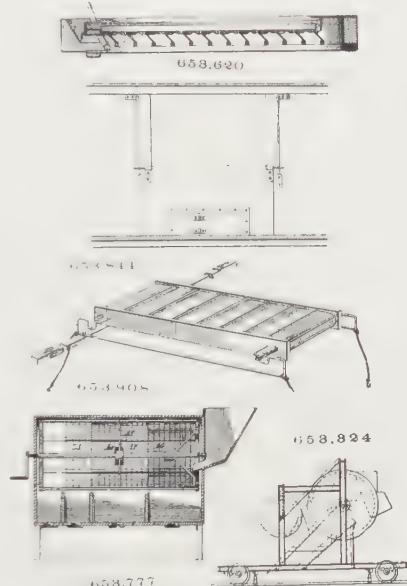
John J. Stopple, of Goliad, Tex., has been granted letters patent, No. 653,709, on a baling press.

William S. Mallard, of Darien, Ga., has been granted letters patent No. 653,305, on a bag-filling device.

Viggo V. Torbenson, of Westville, N. J., has been granted letters patent, No. 653,854, on an oil engine.

Frank J. Sproehnle, of Philadelphia, Pa., has been granted letters patent, No. 653,971, on a gasoline engine.

Edmond D. Morris, of Nashville, Ga., has been granted letters patent, No. 653,874, on a pea huller and cleaner.



Carl L. R. Daellenback, of Park Gate, Pa., has been granted letters patent, No. 653,379, on an explosive engine.

Douglas M. Campbell, of Houston, Tex., has been granted letters patent, No. 653,337, on a bale-band fastening.

Maximilian M. Suppes, of Elyria, O., has been granted letters patent, No. 653,827, on a switch for endless conveyors.

August Frederickson, of Meridian, Miss., has been granted letters patent, No. 654,058, on an oil-cake sacking machine.

Thacher R. C. Crowell, of Fargo, N. D., has been granted letters patent, No. 653,663, on a machine for cleaning and breaking flax.

Thomas E. Sikes, of Dodge County, and Simeon R. Sikes, of Helena, Ga., have been granted letters patent, No. 653,757, on a baling press.

John E. Lisby, of Nebraska City, Neb., has been granted letters patent, No. 653,844 (see cut) on a grain door. Two guide rods are screwed to the wall of the structure to hold the door in position as it is raised. At the lower edge of the door is a smaller door in two sections and sliding in grooves.

Gustavus L. Steubner, of New York, N. Y., has been granted letters patent, No. 653,324 (see cut) on a bucket conveyor. The apparatus is mounted on a platform running on wheels and can be clamped to the track. The buckets are moved by drive chains running over sprockets and along the inclined runway. The runways are curved over and supported at their upper ends on an axle about which the buckets turn as they are discharged.

William Dougherty, of Fountain, Minn., has been granted letters patent, No. 653,620 (see cut) on a grain sieve. A series of transversely arranged screening slats are pivotally mounted on the main frame at their lower edges and adapted to lie one upon the other. The slats are journaled at their upper edges to two side bars lying snugly against the inner sides of the main frame. By means of the lever the distance apart of the slats can be regulated.

Elam E. McLin, of Fairfield, Ill., has been granted letters patent, No. 653,777 (see cut) on a grain separator and grader. A cylindrical reel is mounted on a shaft and turned by a crank at the end. The reel is clothed with perforated fabric having small openings at the end next the inlet hopper, becoming larger toward the crank end. As the crank is turned the material falls thru, becoming separated into four different grades and collected in the four compartments.

Charles H. Gale, of Elm Creek, Neb., has been granted letters patent, No. 653,908 (see cut) on a car-loader. The machine consists of a conveyor to move the material from the middle to the ends of the car. One end of the conveyor rests upon a timber passing thru the doors of the car. After completing the loading of one end of the car the conveyor is slid along over the timber by means of the iron side bars. Power is applied to either of the two carrier shafts.

#### BOOKS RECEIVED.

OUR RED BOOK ANNEX for July, 1900, is the title of the pocket edition of the statistical booklet sent out to the trade with the compliments of Ware & Leland, Chicago. This booklet contains valuable statistical information relating to grain, seeds, stocks, cotton, provisions and live stock. It tells how to speculate in the above commodities and contains a number of memorandum pages for keeping a record of trades.

THE OFFICIAL LIST of Regular Grain Dealers of Kansas as compiled and published by E. J. Smiley, secretary of the Kansas Grain Dealers association, is now off press and ready for distribution. The object of the Kansas Grain Dealers Association in compiling this list is the protection of the interests of the dealers who are regularly engaged in the grain business in Kansas as against the irregular, irresponsible and dishonest parties who try shipping grain now and then, by placing it in the hands of buyers, bidders and solicitors of consignments. This is a complete list of the regular dealers of the state and includes members as well as non-members of the Kansas association. It contains the names arranged two ways—alphabetically by names of dealers and by names of stations. Corrections and additions will be supplied free to all buyers of the list every ninety days. The price of the list is \$10.00 per conv. Address all orders to Grain Dealers Co., 10 Pacific ave., Chicago, Ill.

## THE SUPPLY TRADE

M. J. Travis, elevator builder at Atchison, Kan., writes that business is good.

Francis Hyland Pen Co., Chicago, writes: We are receiving best of results from our ad in the Journal.

A. H. McDonald, dealer in second-hand gas and gasoline engines, has moved his office to 36 W. Randolph St., Chicago.

The Grain & Seed Separator Co. has been incorporated at Evart, Mich., with a capital stock of \$10,000.

Gustavus S. Foos, president of the Foos Mfg. Co., Springfield, O., died July 11, aged eighty-two years. Mr. Foos was identified with the feed mill business for many years.

The B. S. Constant Co., Bloomington, Ill., writes: We have a great amount of work on hand, more than any previous year in the same month, and we think the Journal has done its duty.

The Chicago Scale Co., Chicago, recently furnished forty wagon and hopper scales for elevators in Minnesota. The order was secured thru the company's agents at Minneapolis.

Do not place all your advertising in one nest, and be sure to place some of it in the Grain Dealers' Journal, if you desire to reach the elevator men and grain dealers of the country.

Nathan B. Gaston of Gaston & Co., scale manufacturers, Beloit, Wis., died July 16, aged ninety years. Mr. Gaston was actively engaged in the business until the day of his death. His motto was "Better wear out than rust out."

The Staver Carriage Co., Chicago, gave its employes a picnic excursion July 7 to Cedar Lake, Ind. About 1,200 people went. This was the fifth annual outing given by the company. Mr. Staver gets close to his employes and is respected by them.

C. D. Holbrook & Co., Minneapolis, Minn., have issued their catalog No. 7 of grain elevator and mill machinery and supplies, gasoline engines, etc. This firm makes a specialty of furnishing complete elevator outfits. All who are interested can receive a copy of the catalog by making their wants known.

Successful advertising is being done by some business men. This will be admitted by those even who think that their own business cannot be advertised successfully. But many of the successful advertisers of today at one time believed that their business was not capable of development by advertising. They know better now.

The Marinette Iron Works Mfg. Co., Marinette, Wis., writes: We have had many inquiries directly attributed to our ad. in the Journal. Although we have not sold engines to all inquirers, we recognize the merits of your paper as an advertising medium. All we can ask of it or any other journal is to bring inquirers, the responsibility then rests upon us in making the sales.

The Dickey Mfg. Co., of Racine, Wis., is now under entirely new management. Arthur Pugh is the general manager for his brother, W. H. Pugh, who is sole owner. W. G. Adams is the superintendent of the entire plant. This company will manufacture the Racine Corn Shellers, Pease Horse Powers and the Dickey line of grain cleaning machinery, making a specialty of the overblast machine. This business will be pushed to the full capacity of the shops.

The Michigan Millers' Mutual Fire Insurance Co., of Lansing, Mich., held its semi-annual directors' meeting July 10. The reports of the officers made a very satisfactory showing, as the loss ratio has been considerably less than last year and there has been very substantial gains by way of new business and increased assets. The net cash capital is now about \$223,000. This company makes a careful personal inspection of its risks and the good results are apparent.

Breadstuffs exports for the 12 months ending July 1, as reported by O. P. Austin, chief of the Bureau of Statistics, included 101,715,000 bushels of wheat; 207,981,000 bushels of corn; 41,350,000 bushels of oats; 2,371,000 bushels of rye, and 23,641,000 bushels of barley; compared with 137,558,000 bushels of wheat; 172,687,000 bushels of corn; 30,186,000 bushels of oats; 10,115,000 bushels of rye, and 2,266,000 bushels of barley, for the preceding crop year ending July 1, 1899. The total value of all breadstuffs was \$252,223,000, compared with \$263,655,000 for the preceding crop year.

The National Good Roads convention was held recently at Port Huron, Mich. Some of the arguments presented for the improvement of roads were silly, and calculated to do more harm than good in persuading farmers that good roads are a paying investment. One delegate estimated that the farmers of the single state of Maryland are paying \$3,000,000 a year more for hauling over the present poorly laid out roads than it would cost to move their products over good roads. This estimate is based on the assertion that the average cost of hauling a ton a mile over the average country road is 25 cents, which is ridiculous. At \$2 per day for man and team freight can be moved over common roads at a cost of 3 to 6 cents per ton per mile. Farmers know this, and such false statements discredit the good roads movement.

## SUITS AND DECISIONS

J. L. McCaull, of the McCaull-Webster Co., Minneapolis, Minn., has brot suit against Charles Rasmussen to enforce the payment of \$300 commissions, alleged to be due for deals in oats.

The Evansville Grain Co., of Evansville, Ind., has brot suit against the Louisville & Nashville Railroad to recover \$15,000 damages for alleged extortionate charges for handling ties.

Charles E. Kremer, attorney, has libeled 30,000 railroad ties belonging to the Evansville Grain Co., Evansville, Ind., to recover \$3,223 for demurrage and freight on account of 5 1-2 days time lost by the vessels of Richard G. Peters, of Manistee, Mich. The suit is interesting as a test of the vessel-owner's right to recover demurrage for delays.

A person whose business it is, upon orders from his customers, on commission, to negotiate purchases or sales of wheat or other merchandise and purchases or sales of stocks, bonds, etc., even though he makes such purchases or sales in his own name only, not disclosing the names of his customers, is required to pay special taxes as a broker and commercial broker.—Ruling of Treasury Department.

Judge Munger issued an order July 18 restraining the Attorney General of Nebraska and the State Board of Transportation from putting in effect a reduction of freight rates upon certain commodities. The Burlington road had asked for the restraining order. In his opinion Judge Munger held that the State Board of Transportation had no legal existence. He ruled that the title of the act of 1887—creating the State board—as signed by the Governor, was not adopted by the Legislature.

C. Wood Davis is at it again. He figures out a sure scarcity and high prices this year.

## National Hay Association Meeting At Baltimore

For the above occasion a rate of one fare and a third for the round trip has been authorized, making the fare for the round trip from Chicago, \$23.20. Tickets will be on sale August 11th to 14th, inclusive.

Sleeping car rates \$5.00 for one double berth, which may be occupied by two persons.

Tickets obtained on certificates at the reduced fare will not be good returning on the PENNSYLVANIA LIMITED.

THE PENNSYLVANIA SYSTEM offers every attribute for enjoyable traveling and constitutes the most direct and desirable thoroughfare to Baltimore, the meeting place.

### TRAINS LEAVES CHICAGO AS FOLLOWS:

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(Extra Fare Train.)

5:30 P. M.	8:40 P. M.	12:01 Night.
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(Extra Fare Train.)

**TICKETS AND RESERVATIONS:** Those desiring favorable locations should arrange for their reservations either by letter or personal application to

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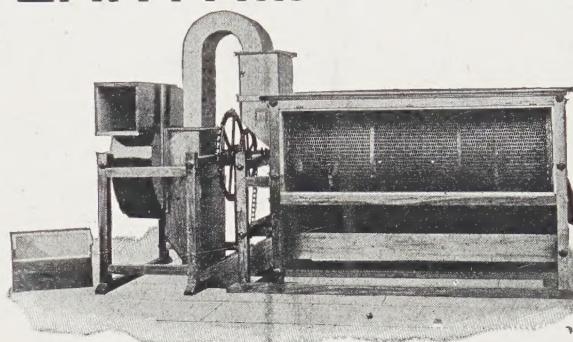
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Grain Elevators  
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Special attention to Open Floater Policies  
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Simple, Sure, Economical. Investigate and you  
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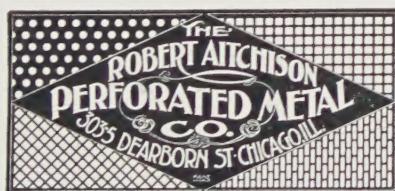
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25 years' experience. Best of references.

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THIS TABLE shows the legal weights in pounds  
per bushel of grain and grain products, etc.,  
as provided for by law. This book is well  
bound in a strong cloth cover. Price 50 cts.  
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We are Large Manufacturers of  
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We furnish this material in large quantities for grain elevators  
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We will be pleased to give information and prices.

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THE SPENCERIAN DUST SHIELD.

Absolutely prevents all dust and  
obnoxious matter from being inhaled.  
It is small, but effective, and will  
never wear out, being made of brass,  
beautifully nickel plated. Special  
Price, until July 10, 80 cts.

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28 and 30 Abbott Court, Chicago, Ill.

SEAMLESS COTTON GRAIN BAGS.  
MILWAUKEE BAG CO. MILWAUKEE,  
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## YOUNGLOVE, BOGESS &amp; CO.,

## CONTRACTORS

DESIGNERS AND BUILDERS OF ELEVATORS.

DEALERS IN  
LUMBER, LATH AND SHINGLES.ROOM 10, LIEU BLOCK.  
YARD, 7TH ST. AND IOWA CENTRAL TRACKS.

MASON CITY, IOWA.

July 3 - 1900

Grain Dealers Company  
Chicago Ills

Gentlemen: We enclose check for  $75^{\circ}$  for add- also statement to be itemized as we don't quite understand it.

We have most excellent results from our advertising in your paper and would like a space or double the size.

We have secured a contract to erect an elevator  $30 \times 32 \times 36$  at Decora, Iowa for C B Lemont & Co as a direct result

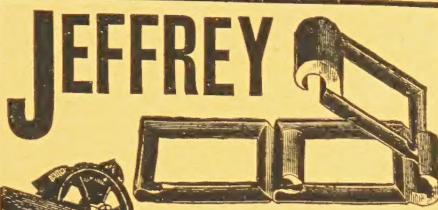
We also have one of 15000 Bu to build for W. C. Ginnell of Cawton So Oak at Worthing S.D. and one to remodel and enlarge for the Spencer Grain Co at Hutchins Iowa.

We are also enlarging and rebuilding for the H. D. Iowa Grain Co at Holmen and Titonka, Iowa. Wishing you much success in your efforts to down the "Barn Builders" and "Shovel Men" we are

Yours very truly

YOUNGLOVE, BOGESS &amp; CO.

# JEFFREY



Roller, Steel and Special Chains.

## ELEVATORS



## CONVEYORS



**THE JEFFREY MFG. CO.** 41 DEY STREET, NEW YORK.

Send for Catalogue.

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The name of the Chicago, Milwaukee & St. Paul Railway has long been identified with practical measures for the general upbuilding of its territory and the promotion of its commerce, hence manufacturers have an assurance that they will find themselves at home on the company's lines.

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which comprise a great Agricultural, Manufacturing and Mining territory.

The Chicago, Milwaukee & St. Paul Railway Company gives unremitting attention to the development of local traffic on its lines and, with this in view, seeks to increase the number of manufacturing plants on its system either through their creation by local enterprise or the influx of manufacturers from the East. It has all its territory districted in relation to resources, adaptability and advantages for manufacturing. Specific information furnished manufacturers in regard to suitable locations. Address,

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FOR TIN OR SHINGLE ROOFS AND IRON WORK. Tin roofs well painted have not required repainting for 10 to 15 years.

If you need any paint it will pay you to send for circular.

JOSEPH DIXON CRUCIBLE CO., Jersey City, N. J.

### LOADING SPOUTS



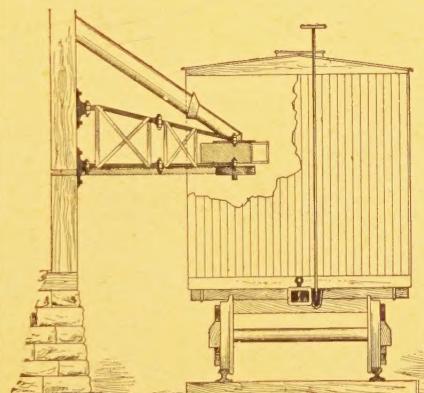
That load grain right. They give a spiral motion to the grain so that it leaves the spout with enough force to take it to the end of the car. Grain passing through a spout with a spiral motion is delivered in better condition, not being scoured or worn as much as when loaded from ordinary spouts. Write for Catalog

Abendroth & Root Mfg. Co.  
Monadnock Block, CHICAGO.  
99 John Street, NEW YORK.

### Machines, Supplies and Businesses

Cannot be placed before the grain dealers and elevator men of the country without advertising. Personal solicitation is so expensive as to preclude its extensive use. Circulars are so cheap they fall in the waste basket unopened.

The only effective method within reasonable cost is to place an advertisement in the **Grain Dealers Journal**. Every copy goes to a live grain man and keeps its advertisements before him night and day. Try it.



### Ideal Automatic Car Loader

Manufactured at SULLIVAN, ILLS.

**C. W. Dooley & Co.**  
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Exclusive Agents for United States and Canada

This machine is made of iron and steel and will last a life time.

Easy to operate and can be ready to begin loading car in three minutes after car is in place.

Loads a car with more grain than can be loaded by a man with a scoop.  
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Has a capacity of 2000 bushels grain per hour, or will load equally successful any amount less than this.

Will load successfully all kinds of grain.  
Will not crack the corn.  
When not in operation it folds back in the elevator out of the way.  
Cannot be chocked up.

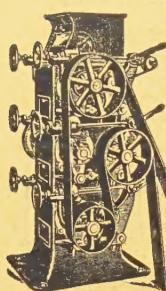
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**C. W. DOOLEY & CO., BLOOMINGTON, ILLS.**

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To buy, sell, rent or lease an elevator, or buy or sell machinery, try a liner ad. in the **GRAIN DEALERS JOURNAL**; its inexpensive and effective.

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## IT PAYS

To have one in connection with an elevator, and to have the **BEST** one.

Ours has no equal in Strength, Durability, Efficiency, Convenience, Capacity, and Quality of Work.

Several sizes. Prices very reasonable.

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4 Roll and 6 Roll  
Gear or Belt Drive  
for Slow Roll.

## EXPLOSIONS OF GRAIN DUST

Do not occur in Elevators  
that are free from dust.

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does away with the dust, and turns this source of danger into a source of profit. Postal for my new booklet,

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There is no other like it.

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IN ALL LENGTHS and SIZES DESIRED.



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### Grain Elevator Machinery

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